

THE NATIONAL PROVISIONER

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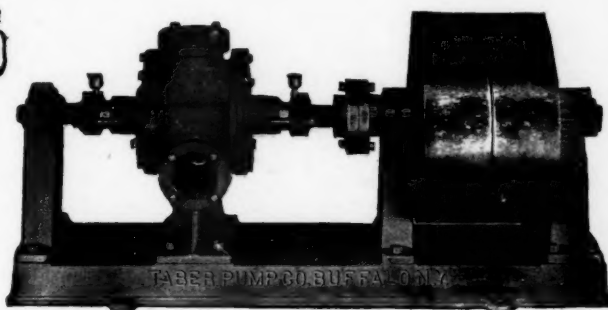
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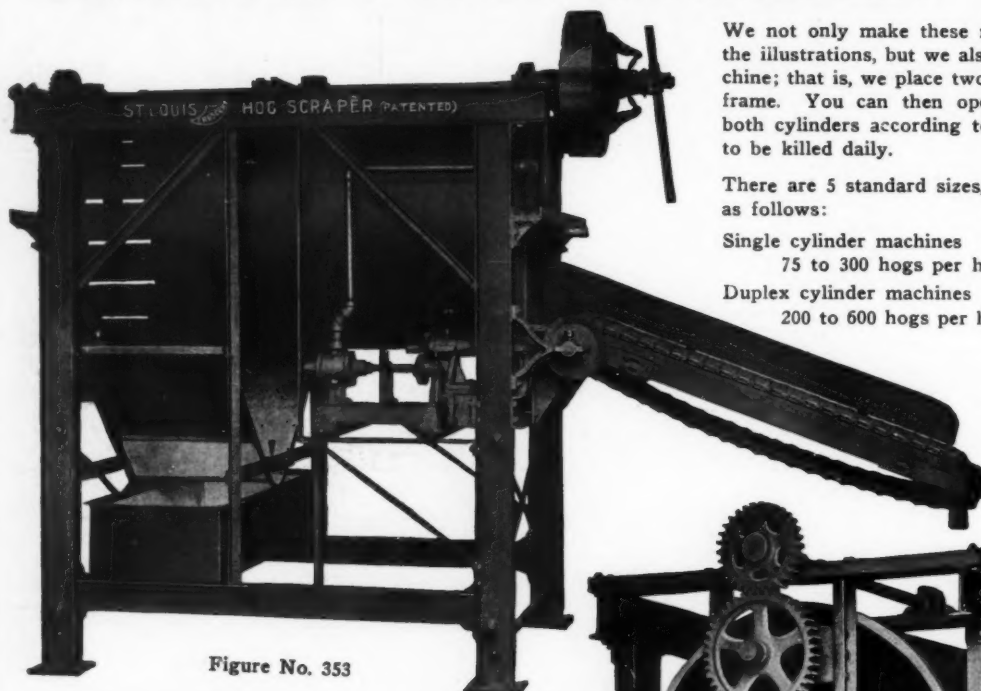


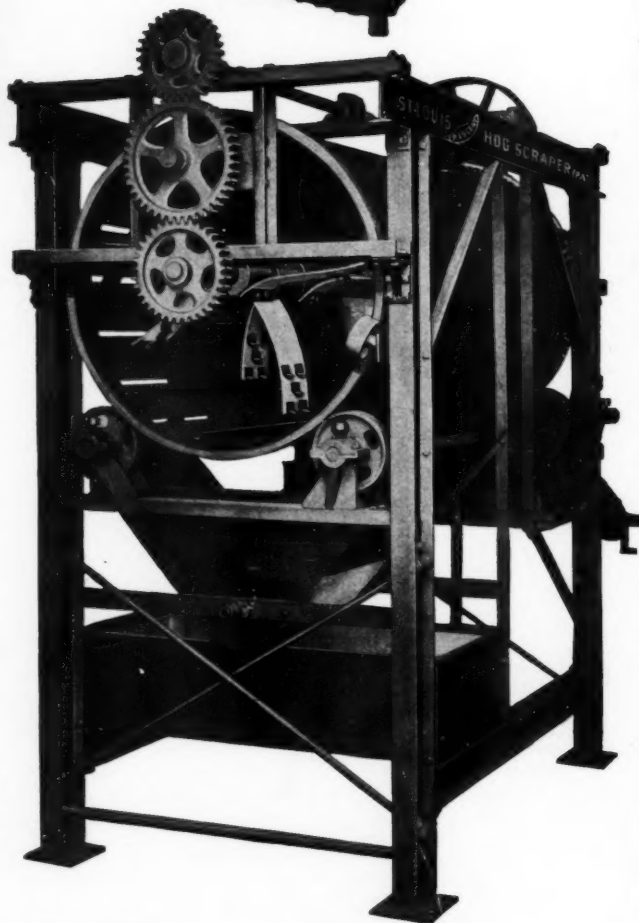
Figure No. 353

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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 13.

SAUSAGE RULING AGAINST PACKERS.

Federal Judge Dyer at St. Louis on Monday handed down his decision in the rehearing of the sausage case. He ruled against the packers. The case will be appealed with every expectation of a favorable decision by the higher court.

The Secretary of Agriculture made a regulation forbidding the use of more than 2 per cent. of cereal or 3 per cent. of water in sausage. This practically barred cereal sausage products from interstate trade. Gustav Bischoff, for the St. Louis Independent Packing Company, brought a test suit at St. Louis to restrain the federal inspection authorities from refusing to pass cereal sausage products. Judge Dyer sustained the government, as he did this time.

On appeal the United States Circuit Court of Appeals reversed Judge Dyer and ruled that the Secretary of Agriculture had no authority to prohibit the making of a healthful and wholesome product such as cereal sausage by a mere regulation. The case was remanded for trial on the facts.

This trial took place and Judge Dyer has now repeated his former ruling for the government and contrary to the view of the Court of Appeals. He justifies his ruling by assuming that the Secretary of Agriculture has declared cereal sausage to be unwholesome, and therefore he is authorized to make a regulation against it.

Packers believe this view will not be sustained for a moment by the higher court, in view of the well known facts as to the wholesomeness of cereal sausage products, and their customary use for hundreds of years as a staple product.

SUNDAY SLAUGHTERING DECISION.

No decision has come out of the office of the Solicitor of the federal Department of Agriculture in regard to the hearings which were held in Washington to consider the proposal to prohibit Sunday labor in New Jersey slaughterhouses.

Nor will there be a decision for some time. This matter has been before the Department three times, as far as New Jersey and New York are concerned, but the Solicitor will not draw up a new regulation until the courts of New Jersey have passed upon the controversy. The New York courts have acted, holding in effect that Sunday slaughtering is legal, but Mr. Caffey prefers to wait until something is done in New Jersey, as several

cities of that State are in the metropolitan district with Greater New York.

The movement to close the slaughterhouses on Sunday is fathered by an organization called the Lord's Day Alliance, and they were represented in Washington by Attorney Davies of New York. Attorney Hartfield appeared for the Jewish butchers, while Attorney Elfers represented the hog butchers.

Mr. Caffey's refusal to change the regulations until the courts have acted is based on section 4 of regulation 7, B. A. I. order 2kk, entitled "Regulations Governing the Meat Inspection of the United States Department of Agriculture." It reads as follows:

"No work shall be performed at official establishments during any day on which such work is prohibited by the laws of the State or Territory or District of Columbia in which the establishment is located. However, the Department requires that it be judicially determined that such work is so prohibited."

PACKERS PROTEST ICED FREIGHT.

Swift & Company have filed suit with the Interstate Commerce Commission against the Arkansas & Gulf R. R. Company and 150 other lines in the Illinois Freight, Western Trunk, Trans-Missouri and Southwestern territories, in protest of the new rule of December 1, 1915, requiring that shipments of dressed veal, hearts, livers, kidneys, brains, sweetbreads, beef loins, pork loins, trimmings and fish requiring extremely low temperatures should be packed in packages containing ice as an added protection.

In this new rule the carriers reserve the right to refuse to take shipments which are not packed according to regulations. The complaint further sets forth that otherwise the goods are shipped at the owner's risk of decay. It is contended that this ruling is unjust and in violation of law.

MILLION MORE TO STUDY DISEASE.

Announcement was made this week that the Rockefeller Foundation had given another \$1,000,000 to the Rockefeller Institute of Medical Research for the purpose of studying animal diseases, particularly tuberculosis, hog cholera, etc. This goes to the Department of Animal Pathology recently established at Princeton, N. J., where more than a million has already been given to establish this work.

100 STEERS AND 113/4c LAMBS.

Cattle brought the highest price on Thursday at Chicago in the history of the Union Stock Yards for the month of March. Prime steers were sold at \$10.05 per hundred pounds. Scarcity of choice cattle was given as the reason for the unusually high price. Buyers predicted that within two months choice cattle will bring \$11. Reports indicated that choice cattle were scarce at all markets.

The highest price ever paid for lambs at the National Stock Yards, East St. Louis, was recorded Thursday when 509 Colorado lambs sold for \$11.70 per hundred pounds.

And yet the newspapers make sarcastic remarks about the packers "boosting meat prices." And the livestock men complain of poor returns, and want the packers investigated!

BIG CANNED MEAT WAR ORDERS.

Announcement was made recently of the placing of an order through Canadian sources for British army use for 600,000,000 one-pound cans of beef stew. It is now announced that sub-contracts for approximately 500,000,000 cans have already been placed with fifteen American and Canadian packing and canning companies. The New York Journal of Commerce is authority for the statement that of these orders Libby, McNeil & Libby will furnish 50,000,000 cans; Morris & Company, 25,000,000 cans; Gunn's Limited, Toronto, 25,000,000 cans; Acme Packing Company, Chicago, 25,000,000 cans; and various canning concerns not in the meat business from 7,000,000 to 50,000,000 cans.

It is said the deliveries are to run about 10,000,000 cans per week, and that the price arranged under the sub-contracts is \$1.75 per doz., f. o. b. Montreal. Vegetable and fruit canning plants are to be enlisted to help fill this order, the capacity of meat canning establishments being inadequate, so enormous is the amount.

HIGH MEAT PRICES IN VIENNA.

Reports from Vienna indicate the almost prohibitive prices of meat there. The *Arbeiter Zeitung* of that city says: "It is simply a calamity which has broken in on us, and we are powerless to act in our defense." The commonest beef cuts bring 68 cents per pound, while poor veal commands 48 cents and better quality as high as 76 cents per pound.

FRAUD IN MAKING UNINSPECTED BUTTER

Practices Not Tolerated in Making of Oleomargarine

The campaign for government inspection and regulation of dairy products continues, in spite of the effort of the butter interests to smother it. In various ways the public appears to be taking more interest in this question of protection of health than formerly. It is learning that its chief articles of food—dairy products—are marketed practically without inspection, especially those which enter so largely into interstate trade.

Knowledge of the fact that a large proportion of the butter sold on the market is made from filthy milk and cream, and in unsanitary surroundings, and sold without any inspection or regulation worthy the name, is arousing consumers to more than a passive interest in this particular phase of food reform.

Meats and meat products—including oleomargarine—are prepared and marketed under the strictest government supervision. But the public has bought its butter and other dairy products without realizing the hazard of disease and contamination which they carried because of the lack of regulation in that industry.

The Department of Agriculture of the State of Alabama seems to have taken the lead in a campaign of education. Its Markets Bureau, working in the interest of consumers, has investigated this question of dairy product marketing, and its statements on the subject have not met with the approval of the dairy interests. All sorts of improper motives have been attributed to the Alabama officials, in spite of the fact that the dairy people have found it impossible to controvert the facts revealed as to filthy conditions in the butter trade.

Conditions in Interstate Butter Trade.

The butter interests, acting through the National Dairy Union, induced a Pennsylvania labor man to make a statement derogatory to oleomargarine, in their attempt to throw the public off the scent. Replying to this statement the Chief of the Alabama Markets Bureau brings out some important points in the following open letter:

Montgomery, Ala., March 17, 1916.
Hon. Jas. H. Maurer,
Pennsylvania State Federation of Labor,
Reading, Pa.

Dear Sir: We have received from Mr. W. T. Creasy, secretary of the National Dairy Union, copy of the statement made by you respecting the coloring of oleomargarine.

We have in our State a large number of laboring people engaged in mining, railroad-ing, textile mills, etc. We produce in this State only 20 per cent. of our commercial butter. Our dairies are in or contiguous to our principal cities. They are carefully inspected, the cows carefully tested, and the product of these local dairies is practically all taken up by the big hotels and the well-to-do people. It therefore results that our laboring people are obliged to supply their necessities from the 80 per cent. of butter which comes to us through the channels of interstate commerce.

From the reports of the U. S. Bureau of Animal Industry of the U. S. Hygienic Laboratory and the U. S. Bureau of Chemistry, and of numerous state and municipal health officials, and from such leading dairy organs as the Chicago Dairy Produce, Hoard's Dairyman, Butter, Egg and Cheese Journal, etc., we are advised that a large percentage of the butter on the market is made from the milk of cows diseased with tuberculosis, from cream which has been allowed to stand

for a long time in unsanitary surroundings until much of it has become even putrid, and then made into butter in creameries, a large percentage of which are managed in such an unsanitary way that their product cannot be said to be wholesome and free from danger to human health.

There is no federal inspection of dairies or dairy products, except in a very limited way for educational purposes.

Fraud in Many Butter Factories.

We learn from the reports of the United States Internal Revenue Department that many butter factories, taking advantage of this fact, get into their plants foreign oils and fats which they incorporate into their butter, and having artificially colored this product, they sell the same to the public as and for butter at butter prices.

Then, although the Department of Agriculture under the Pure Food Law has established 82½ per cent. as the minimum of butter fat, still, as the penalties for excessive moisture are severe, the Revenue Department made a ruling that they would not prosecute for excessive moisture unless it exceeded 16 per cent. There is no limitation on salt or curd, so that even many of those dairies complying with the rules of the Internal Revenue Department now reduce their butter fat to 78 or 79 per cent., and in many cases much lower.

We find that the Oleomargarine Inspection Act, the Meat Inspection Act and the Pure Food Act all apply to the production of oleomargarine, and that every pound of it is produced under the constant, careful supervision of federal inspectors; and the United States Department of Agriculture says that: "When oleomargarine is found on inspection to be sound, healthful, wholesome and fit for food, the mark of inspection 'U. S. Inspected and Passed' is placed thereon. . . . No harmful colors are allowed in oleomargarine, and no trade labels are permitted which contain statements conveying false indications of origin or quality."

Puts the Question Up to Labor Leader.

My dear Mr. Maurer, from your high position in the labor world we feel sure that your sympathies must be with that great silent mass of our people who must eat and who must bear the afflictions which disease spreading and fraudulent food brings upon them, but who are too much preased with life's cares and burdens to learn of or escape from the source of their afflictions.

Under the patriotic direction of our Commissioner of Agriculture, our Markets Bureau feels specially obligated to consider the welfare of this large element in his constituency.

Under these circumstances, if you were in our place, would you not urgently press upon Congress the enactment of some law providing for the adequate inspection of dairy products entering Interstate Commerce. And until the protection of such inspection may be obtained, what would you advise the miner, the railroad man, the clerk, or the cotton mill woman to buy for the children? Would you advise them to invest in an un-inspected package of alleged butter or an inspected package of oleomargarine?

We have a very high duty to perform in these respects, and we would greatly appreciate suggestions from you.

Consumer Wants What Pleases the Eye.

We notice that you say the purer oleomargarine is the whiter, and the consumer knows this. You also mention certain brands of oleomargarine colored in imitation of dairy butter, and that the prices is ten cents a pound higher than the uncolored, and you also say that in its natural state oleomargarine sells from 18 to 22 cents per pound, and that when colored a certain amount of impure foreign matter may be used and cannot be detected by sight because of the coloring.

We would be pleased to have you explain this idiosyncrasy on the part of the consumer,

who knows that he can get a purer food at from 18 to 22 cents per pound, but who seems to be willing to pay 10 cents a pound higher for the colored goods which may contain a certain amount of impure foreign matter.

May not this indicate that the consumer wants his food to please the eye as well as the taste, and that, in fact, he sets higher value upon that which pleases his eye than upon that which pleases his taste?

If this be true, then ought not the consumer to be allowed to buy a food, which is universally admitted to be wholesome and nutritious, and which is manufactured under the constant, careful inspection of federal inspectors so that impure foreign matter cannot be incorporated into it, in such forms and combinations as will please both his eye and his taste, without being compelled to pay an exorbitant tax on such food?

Again, if the consumer is willing to pay 10 cents a pound more for colored oleomargarine than white, even granting that the white is purer than the colored, then is it not probable that he is induced to pay at least 10 cents or more a pound for artificially colored butter than he would for white butter?

And if artificial coloring in oleomargarine may be used to conceal impure and foreign matter under the vigilant eye of a federal inspector, is it not much more probable that it is used for concealing impure and foreign matter in butter, which is produced without any supervising inspection, and much of which, according to the reports, is produced by men who seem to have no regard whatever for the health or decency of the consumer.

More Need for Dairy Product Inspection.

Since milk and milk products are the most universally used of all human foods, and yet are the most liable to contamination from filth and disease, don't you believe that the reasons are far greater for the federal inspection of dairies and dairy products, than meat and meat products?

If both butter and oleomargarine entering into interstate commerce were required to be put by the manufacturers into small sanitary packages under federal inspection, sealed with the government stamp which it should be unlawful for any except the consumer to break, and if the manufacturers were required to plainly label each package under the supervision of such inspection, showing its contents and whether it was artificially colored and with what, don't you believe such a provision of law would go a long way to eradicate the dangerous and filthy methods now universally admitted to be practiced by a large percentage of the dairy interests; and to prohibit the big frauds now practiced by many butter people of incorporating foreign fats into their product; and to prevent the substitution of oleomargarine for butter; thus securing to the consumer the highest possible protection against disease, filth and fraud?

Since oleomargarine is largely used by laboring people, can you imagine any reason why this particular food product should bear a tax which must be paid by the consumer—not according to his ability to pay, but according to his necessity to eat? Is this not an inhumane basis of taxation?

Awaiting an early reply with very great interest.

Yours truly,
EMMET A. JONES, Chief,
Bureau of Markets.

MOTOR TRUCK FOR HILL CLIMBING.

"If you can take her up to the top of Bum-merhill in five minutes, my check's yours," said a hard buyer to J. M. Patrick, of Denver, the other day. The subject was a Kissel "Tonner," the new worm-drive model recently placed on the market, and the hill in question a twenty to thirty per cent. grade. The truck, fully loaded, took it in three minutes and twenty seconds. It takes a horse-drawn rig, three-quarters of an hour. Patrick made the sale.

WILSON IS NEW SULZBERGER HEAD Leaves Morris to Take Charge of S. & S. Company

Thomas E. Wilson, president of Morris & Company since the death of Edward Morris several years ago, resigned this week to accept the presidency of the Sulzberger & Sons Company, which has been vacant since the death of Ferdinand Sulzberger. New interests with powerful financial backing have taken over control of the S. & S. Company, and it is stated that Mr. Wilson himself is a heavy purchaser of stock. He will have charge of the plans for the enlargement of the S. & S. Company's business and will devote himself exclusively to the direction of its affairs. Associated with him will be James A. Howard, of New York, who has been an Eastern executive of the company for many years, and who has been vice-president of the company for several months. Both Mr. Wilson and Mr. Howard have been elected directors of the company.

The financial phase of this important change in the meat packing industry involves a big banking syndicate which bought control of the \$20,000,000 common stock of the S. & S. Company and placed Mr. Wilson at its head. This group of financial interests is said to include the Guaranty Trust Company of New York, Hallgarten & Company, William Salomon & Company, and other associates, including Mr. Wilson.

This group is also reported to have bought \$12,500,000 S. & S. first mortgage 6 per cent. 25-year sinking fund gold bonds due April 1, 1941, and arrangements have been made to market them. The total authorized issue is limited to \$25,000,000, and the proceeds of the present issue are to be used to retire all outstanding debentures of the company, amounting to \$8,099,000, and to provide additional working capital. It is expected that the bonds will be offered for sale in the near future.

The Sulzberger & Sons Company, which took rank among the first half dozen meat packing concerns of the world under the direction of the late Ferdinand Sulzberger, has continued its growth since his retirement, and in spite of war conditions has been expanding rapidly. Its prospects were such that it offered an inviting prospect to capital looking for investment, and this capital picked out a young man to carry out its plans who is acknowledged to be one of the ablest executives who ever entered the meat packing field.

The Rise of a Typical Packinghouse Leader.

Thomas E. Wilson began as a messenger boy for Morris & Company many years ago, and grew up in the business alongside the late Edward Morris, becoming his confidant and close business associate. Rising to be general manager and vice-president, he succeeded to the presidency on the death of Edward Morris, and has continued to put the company's interests forward, carrying out the wish of his friend to train his sons for the responsibilities into which they will now come as a result of the transfer of Mr. Wilson's interests to another concern.

No abler executive could be secured for carrying out the ambitious plans for enlargement of the S. & S. Company's business, as Mr. Wilson has no superior anywhere as a packinghouse executive. He learned the busi-

ness from every angle and from practical contact with all departments, and his acquisition by the new S. & S. owners is regarded as a shrewd stroke of enterprise.

In addition to the financial aspect of the case, a sentimental reason was found by Mr. Wilson for working for the present project. It is said by some of his friends that his efforts to carry out the wishes of the late Edward Morris, of whom he was an intimate associate, that his two sons should assume full control of his life's business, influenced Mr. Wilson when the S. & S. offer



THOMAS E. WILSON,
New President of the S. & S. Company.

ness came. The younger Morris—third generation of packers—will take complete charge of the Morris business at once.

It is understood that representatives of the Sulzberger family will continue to be connected with the company and that stock will be retained by them. It was explained by a banker concerned in the deal that there was no contest over control. The arrangement had seemed desirable, he said, and Mr. Wilson's acceptance of the presidency necessarily implied a change of control. No

Morris Third Generation Takes Executive Control

Administration of the affairs of Morris & Company shortly will be placed in the hands of the third generation of the family. The grandsons of Nelson Morris, founder of the business, and sons of Edward Morris, his son and successor, will soon take charge of the enterprise, thus gratifying the wish of their father that they should step into his shoes.

Thomas E. Wilson, president of the company since the death of Edward Morris, by his resignation this week to accept the presidency of the S. & S. Company, carried out the wish confided to him by his friend and former associate. Edward Morris, Jr., will now be elected president of the company, and Nelson Morris, Jr., will be made chairman of the board of directors.

Edward Morris is 23 and Nelson Morris is 24 years of age. Both have devoted themselves assiduously to learning every phase

merger or extraordinary development plans were under way, he said.

There was absolutely no truth in reports of an amalgamation between the S. & S. and other packing interests. Mr. Wilson had entirely severed his connections with packing interests outside the S. & S. Company.

The Sulzberger concern was founded in 1853 as the firm of Schwarzschild & Sulzberger. Ferdinand Sulzberger became the dominating force in its development, and after he had made it one of the great meat packing concerns of the trade it was incorporated as the Sulzberger & Sons Company in 1910. M. J. Sulzberger and G. F. Sulzberger were vice-presidents, and the latter was general manager after the retirement of the head of the company through ill health.

The company has plants at Chicago, New York, Kansas City, Oklahoma City, Sioux Falls, S.D., Los Angeles, Calif., and elsewhere, and hundreds of branch houses all over the country. The company also does an enormous export business. Both domestic and foreign plans will be developed energetically under the new management.

GERMANY CUTS DOWN MEAT.

Cable advices from Berlin this week state that the bills of fare for all public restaurants and hotel dining rooms throughout Germany are to be simplified. The Dresden association of hotel keepers has just learned that it is contemplated in the near future to allow only two meat courses to be served on the five meat days of the week.

This ordinance will undoubtedly meet with public approval, since it would eliminate the unequal distribution of meat, and do away with any class feeling against the well-to-do, whose greater purchasing power gives them an unequal advantage over the poor.

The organization of the Imperial Meat Office, whose functions, among other things, will include the apportionment of slaughterable cattle among the various provinces of Germany will, it is said, undoubtedly lead to the introduction of meat cards, whose advent has been repeatedly heralded and as often denied. The authorities already have held consultations over the matter, though no decision has been reached as yet, particularly on the question whether meat cards shall be introduced uniformly throughout the empire, after the fashion of the bread cards.

of the business made famous by their father and grandfather, and are now generally acknowledged to be capable packinghouse executives in every particular.

Both have displayed traits which made the founder of the firm famous and successful, and have achieved a popularity among their fellow-workers by their democratic spirit which promises well for the future. This spirit both have announced will continue to be a feature of the Morris policy, co-operation and loyalty to the company being the watchword for every employee, from president down.

It is stated that L. H. Heymann and C. M. Macfarlane of the executive staff will be elected vice-presidents of the company. Mr. Heymann is now secretary and head of the sales department, and Mr. Macfarlane is treasurer.

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

RULE FOR DRY-CURING HAMS.

To avoid danger of trichinae the federal meat inspection authorities last year issued regulations providing methods for dry-curing hams, sausage, etc., intended to be eaten without cooking. These regulations were published in full in the columns of The National Provisioner.

In regard to hams a method of dry-curing was specified which called for smoking for 18 hours at 95 deg. Fahr. and drying for 20 days at 40 deg. Fahr. The government authorities now announce that this precaution is not sufficient to kill trichinae in the hams. Therefore the rule is changed in this particular, and hereafter hams must be dried not less than 10 days at a temperature not lower than 95 deg. Fahr. The notice to inspectors says:

To inspectors in charge of meat inspection and proprietors and operators of official establishments:

Referring to instructions respecting the preparation of pork hams, published in Service and Regulatory Announcements of August, 1915, under the caption "Methods to Be Followed in the Preparation of Pork Products Customarily Eaten Without Cooking," you are advised that further experiments indicate that live trichinae survive in hams which have been cured as prescribed and then smoked for 18 hours at a temperature not lower than 95 deg. Fahr. and finally dried for not less than 20 days at a temperature not lower than 40 deg. Fahr. Therefore this method of smoking and drying such hams shall be discontinued.

Accordingly the eighth paragraph of the instructions referred to is hereby amended to read as follows: "The hams shall be dried not less than 10 days at a temperature not lower than 95 deg. Fahr."

However, it is understood that this regulation does not apply where hams are subjected to a temperature not above 5 deg. Fahr. for 20 days either before or after curing. That is, when the government specified the method of dry-curing it provided that the hams "as an alternative, shall be subjected to refrigeration, either before or after curing, for not less than 20 days at a temperature not higher than 5 deg. Fahr." It was proved that freezing absolutely destroyed the trichinae and therefore those curers desiring to adopt that method need not observe other anti-trichinae precautions provided in the formula.

TALLOW STOCK AND GREEN BONES.

A butcher subscriber in Western New York writes as follows:

Editor The National Provisioner:

Would it pay us to render our tallow and cook our green bones? We average about 800 to 1,000 pounds of tallow per month at 3½ cents per pound; about 1,200 to 1,800 pounds of bones per month at 50 cents a barrel. If rendering is worth while, what kind of tank and what size ought we to buy?

The volume of the raw material mentioned would not warrant the installation of a pressure tank, to say nothing of pressing and drying whatever tankage you would have. The prices you receive, however, are as low as admissible.

There are all kinds of tallow stock and also bone, of course. Nevertheless, you are not being overpaid, that is certain. This material is bought by collectors all over the country as low as it is possible for them to obtain it. We know of butchers who get 4½ to 5 cents per pound for shop fat and 1 to 1½ cents per pound for bones, and others who get considerably less. We should not advise your attempting to manipulate your production.

CLEANING PIGS' FEET.

In a recent issue The National Provisioner published directions for cleaning and cooking pigs' feet. In the course of the directions it was stated that "After the feet are cooked

they should be well washed," etc. An interested and critical subscriber writes to The National Provisioner: "Wouldn't it sound better to say: 'Wash them *before* they are cooked'?"

With due respect to the kindly intentions of this subscriber, this is rather like splitting hairs. A reading of the entire article would have shown him that this direction applied to a certain portion of the process. He should know what is generally known, that the feet always are to be well cleaned *before* being put in pickle, or before being cooked fresh, as the case may be. That is understood.

But farther than that The National Provisioner called attention to *another washing* necessary to the process, which takes place *after* the cooking, and is for the purpose of getting rid of the grease and scum adhering to the feet as a result of the cooking. Is this clear to the inquirer?

KEEP YOUR PROVISIONER ON FILE.

The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated or another copy furnished. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of this publication, he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market. It is finished in cloth board, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

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CHICAGO, U. S. A.

THE NATIONAL PROVISIONER

New York and
Chicago

Official Organ American Meat Packers'
Association

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HUBERT CILLIS, Vice-President.

JULIUS A. MAY, Treasurer.

OTTO V. SCHRENK, Secretary.

PAUL J. ALDRICH, Editor.

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THE VALUE OF UNIFORMITY

Inquiries are constantly coming in from subscribers asking The National Provisioner for formulas or recipes for various packing-house processes. A study of these inquiries and their results for many years leads to a number of interesting conclusions. One of them is that too many meat men think that a detailed formula or recipe is about all they need to turn out product.

Now, a packer or sausage maker cannot any more turn out good stuff with the aid of a formula and nothing else than can a newly-wed turn herself into a good cook with the aid of nothing more than a cook book. It takes experience along with information, and often experience is the more valuable of the two elements in the proposition.

One of the things that experience has taught in the manipulation of meat products is the necessity of uniformity. Too much stress cannot be put upon the importance of uniformity, which means more than formulae alone in curing meats, making sausage, etc.

Temperatures, condition of meats, texture, etc., water used, purity of curing and seasoning agents, process of curing, length of time in pickle, draining, soaking, smoking—all have to be considered. Much has been written on the subject of curing meats and manufacturing sausages, two very important departments in a packinghouse, and much has been achieved. Still there is room for

improvement, especially in the matter of obtaining uniformity.

Every packer, nearly, has his own particular formulae for curing meats, which are all right if properly followed. Too often, however, the rule of thumb is applied by employees, resulting disastrously to the firm's brand of goods, and the peace of mind of the head of the house. Every packer makes sausages, but not all are popular brands, by any means, simply because sufficient surveillance is not exercised by foremen over workmen in the matter of strict adherence to all rules and formulae insuring uniformity.

Experience in the handling of these products is of great value in this direction, but experience does not admit of a scoop of this, and a handful of that, and so on. But it is of value in determining the way to equalize everything under various conditions. A sausage maker can "feel" when his batch is all right, but he certainly cannot "feel" whether there is too much salt and too little pepper in the batch, or vice versa.

Products usually are what they are made by the manufacturer, be they good, bad or indifferent. It has been noticed that curers of green meats, buying green product of any killer they can, invariably turn out more uniform material than most killers. It may be because the curer's whole attention is centered on the chilling, curing and smoking of meats alone. But that is no reason why every packer who cures cannot do likewise, or at least see to it that each department head does likewise.

Chilling is very important; the strength of the pickle and the ingredients used therein is also important; the length of time meats are in pickle and the temperature of the storage is important; the draining and soaking is important; and the smoking and subsequent handling is important, if you would have premium stuff. And don't overlook uniformity in all these matters, either.

In sausage making uniform percentages of ingredients are important. Uniform freshness of all ingredients is important, too—it does not require much stale stuff to make the whole batch stale. A small amount of inferior material will lower the standard of the superior material more than often calculated.

It is better to grade material than to mix it indiscriminately. In these days of close inspection all material is practically wholesome, still it can be graded nevertheless and should be. There is always a good demand for high class stuff at enhanced prices, simply because a whole lot of people figure that the best is the cheapest, anyhow.

Packers everywhere realize that quality counts, and uniformity that can be depended upon insures a permanent and ever-increasing business and demand. There is no doubt

that water has caused some packers considerable trouble, in the curing of their meats especially. Impure salt and saltpeter, sugar, etc., also cause trouble, and sadly inferior seasoning agents cause much trouble.

Hence matters of this kind need investigating when complaints begin to come in. It may be said that all packers try to correct all defects they discover, but often they do not make the discovery until considerable damage to their business has been done. It pays to insist upon uniformity at the beginning, and to keep on insisting on it all the way through.

A REAL CAPTAIN OF INDUSTRY

We hear much nowadays of the "self-made" man. "Tom" Wilson, the new president of the Sulzberger & Sons Company, is a striking type of the so-called "self-made" man, the very kind that is held up to the youth of the day as an example of what can be done by any boy in the United States, if he has the qualifications of ability, perseverance and grit.

Starting as an office boy with Morris & Company, Thomas E. Wilson came straight through to the presidency, and those who know him have never wondered why. There are men in the packinghouse business who will measure up to the leaders in any other line of industry, and "Tom" Wilson is easily one of the foremost of the real "captains of industry." Not the banker-made, high-finance sort, but the operating-executive, make-good-day-in-and-day-out, early-in-the-morning-to-whatever-time-is-necessary-at-night brand of leader.

He is a leader who really has the affection of his subordinates—strong, vigorous men who know and appreciate the virility, strength of character, judgment and kindness of their superior, who has never forgotten his earlier days, nor has he been spoiled by his later successes.

A deserved tribute was once rendered to him by one of the most important packers, who said that "he is the only man in the business I ever knew who did not make a mistake of judgment." Of course he makes mistakes, or he would not be human. But the tribute is not far wrong, if you attempt to look for the errors.

One of his subordinates voiced a general estimate of his ability when he said: "If I had all behind my eyes that he has behind his, I would be in the front rank, too." And the greatest tribute to him is that neither competitors nor subordinates are envious of his success. Big mentally and physically, capable, generous, cool and a man that the country may be proud of, he will probably blush at this modest appreciation, but there is not a man in the trade who knows him who will say that it is not deserved.

TRADE GLEANINGS

Fire destroyed the seedhouse and hullhouse of the Tyler Oil Company, Tyler, Texas.

Fire of unknown origin destroyed the tallow plant of Harry Moyerman at Pottstown, Pa.

A packing plant will be installed by M. H. Beus Company, proprietors of the Dixie Market at Wynne, Ark.

The capital stock of the Sealy Oil Mill & Manufacturing Company, Sealy, Tex., has increased its capital from \$40,000 to \$50,000.

The establishment of a packing plant at Augusta, Ga., is being planned by the Merchants' and Manufacturers' Association of that city.

The United Casing Company, Boston, Mass., to manufacture sausage casings, etc., has been incorporated with a capital stock of \$25,000.

Handschumacher & Company, Inc., Boston, to conduct slaughtering establishments, has been incorporated with a capital stock of \$50,000.

Cunningham & Thompson Corporation, Gloucester, Mass., to conduct a fish business, has been incorporated with a capital stock of \$50,000.

The Eagle Ottawa Leather Company, Inc., Chicago, Ill., has been incorporated with a capital stock of \$2,000,000, by E. W. Worsdell, 74 Gold street, New York, N. Y.

The Pauline Oil & Fertilizer Company, Pauline, S. C., has been incorporated with a capital stock of \$6,000 by S. T. D. Lancaster, Angus Morrow and E. F. McWhirter.

The Lunch & Fish Corporation, New York, N. Y., has been incorporated with a capital stock of \$40,000 by G. W. Lynch, C. Lynch, W. Lynch, 591 St. Marks avenue, Brooklyn, N. Y.

B. Ershowsky Sons, Inc., New York, N. Y., cattle, live stock, butcher and provision business, has been incorporated with a capital stock of \$30,000. The incorporators are: M. Ershowsky, 95 First street; L. Ershowsky, 196 Orchard street, and H. Elken, 76 Ludlow street, New York, N. Y.

The Gulf Export & Import Corporation, New York, N. Y., to deal in cattle, horses, etc., has been incorporated with a capital stock of \$100,000. The incorporators are: V. A. Little, Waldorf-Astoria Hotel; H. S. Strauss, 10 Wall street, and S. H. Halstead, 37 Liberty street, New York, N. Y.

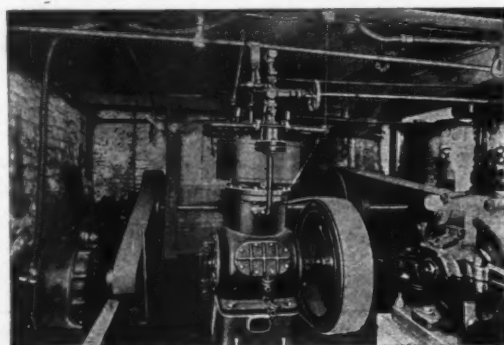
IMPORTS OF MEAT PRODUCTS IN 1915.

Federal inspection service reports give an accurate line on meat imports into the United States during the calendar year 1915. These figures show imports for the year as follows: Fresh and refrigerated beef, 133,353,305 lbs.; other beef, 17,510,216 lbs.; canned and cured meats, 4,880,538 lbs.; other meat products, 2,428,597 lbs. Imports in 1914 compared as follows. Fresh and refrigerated beef, 241,563,588 lbs.; other beef, 36,299,616 lbs.; canned and cured meats, 30,045,423 lbs.; other meat products, 6,579,353 lbs. It will be noted that imports in 1915 were much less than in 1914, due to war demands abroad. And it must also be remembered that a large proportion of beef imported in 1915 was simply reshipped at New York to European destinations.

FEBRUARY OLEOMARGARINE OUTPUT.

Official government reports of the output of oleomargarine for the month of February, as shown by revenue stamp sales, indicate that the production for that month was 338,689 pounds colored and 12,697,512 pounds uncolored, or a total of 13,036,201 pounds. This was nearly a million pounds more than the same month last year, and was 1½ million pounds greater than the preceding month. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past year are as follows:

February, 1915	12,325,326
March	13,369,314
April	11,649,928
May	11,512,569
June	9,748,931
July	9,542,814
August	9,616,134
September	12,804,695
October	11,772,494
November	12,374,818
December	14,586,422
January, 1916	11,592,490
February	13,036,201



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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Advance—New High Records—Trading Active — Shipments Large — Packing Moderate.

The provision market during the past week has been active and strong, with new high levels made on lard, and pork and ribs were very near the previous high level. The excitement in lard was partly due to the pronounced strength in cottonseed oil, which advanced with heavy trading to new high levels, and there was a good deal of buying based on the strength of competing oils and fats. The fact that all edible oils have been strong and advancing has been a strong influence and there has been evidence of large demand at the high prices. The situation continues one in which the market is very sensitive to the day to day developments and the persistent demand for all products prevents any accumulation in product stocks.

The shipments from Chicago during the past week have been, however, a little less than they were last year for the corresponding week. The shipments of lard were nearly 3,000,000 lbs. less. The shipments of fresh meats were about 2,500,000 lbs. less and the shipments of cured meats were about 2,500,000 lbs. less. The fact of lighter shipments from packing centers, may possibly be due to the advance in price which is affecting the demand to some extent, although the exports continued very large. The shipments of meats from the principal Atlantic ports last week were just about 20,000,000 lbs., although the shipments of lard were only 8,647,000 lbs. The increase in the exports of meats is maintained

at nearly 100,000,000 lbs. over last year, but this excess was made at the beginning of the shipping season. The exports of lard show a decrease of nearly 52,000,000 lbs., which was due to the marked falling off in the movement during the winter.

The movement of lard has been rather moderate of late. Packing has naturally fallen off from the heavy winter packing, but still compares very favorably with last year. There has been some improvement in the weights, but there is still some complaint of the weight compared with preceding years at this season. During the past week the receipts of hogs at the leading points of the West were 516,000, against 561,000 last year.

For three weeks in March the receipts have been 1,734,000, against 1,756,000 last year.

The average price continues about three cents a pound over last year and about a cent a pound over two years ago. The recent advance in lard has carried that article to a basis of 1½¢ a pound over last year, while ribs have been ruling about 2¢ a pound over last year and pork upwards of \$5 a barrel over last year.

The situation as to the results of the price of hogs has been quite unsatisfactory this season. The price of hogs has been relatively higher than the price of products, which has resulted in unsatisfactory packing conditions. The recent advance has helped matters a good deal, particularly the rise in lard. During the past week the hog packing was 626,000, against 486,000 the previous week and 645,000 last year. So far in March the packing has been 1,753,000, compared with 1,975,000 a year ago.

While the increase in packing for the year

ended March 1 was approximately 3,000,000 in excess of the preceding year, the increase of number of hogs in the country at the same time increased 3,429,000, and a large part of this increased number is still in the country and will be sold at a price. A good deal of interest is naturally attached to the report which will be issued in April showing the condition of farm animals and the number of breeding sows. Last year the condition of hogs on April 1 was 93.5, compared with a ten-year average of 94.2. The number of breeding sows showed an increase of 5.2 per cent., compared with the preceding year. The losses during the year were not reported excepting in an approximate way. These were given at 77.5 per thousand with a total loss of hogs for the year of 5,008,000. In view of the increased number of hogs in the country this year the report of condition will be very interesting as showing what may be expected in the summer movement.

LARD.—The market has made further advances on the continued confidence in speculative quarters and less weight of the western stocks. City steam, \$11.25, nom.; Middle West, \$11.40@11.50, nom.; Western, \$11.45@11.55; refined Continent, \$12.25, nom.; South American, \$12.40, nom.; Brazil, kegs, \$13.40; compound, \$11½@11¾.

PORK.—A better demand has been noted, partly for export account. Actual business has not been large. Mess is quoted at \$24@24.50, nom.; clear, \$22@25, nom.; family, \$23@25.

BEEF.—The light supplies preclude a decline of importance and the demand keeps fairly steady. Family, \$18.50@19.50, nom.;

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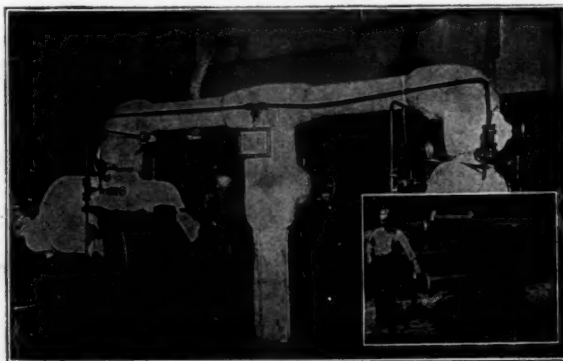
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mess, \$17@17.50, nom.; packet, \$17.50@18.50, nom.; extra India mess, \$29@30.

SEE PAGE 29 FOR LATER MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to March 22, 1916:

HOGS.—England, 3,685.

BACON.—Barbados, 130 lbs.; Bermuda, 11,375 lbs.; Canary Island, 1,132 lbs.; Colombia, 177 lbs.; Cuba, 103,091 lbs.; Dutch West Indies, 200 lbs.; England, 3,883,612 lbs.; France, 200,327 lbs.; Haiti, 19 lbs.; Italy, 25,835 lbs.; Jamaica, 818 lbs.; Japan, 140 lbs.; Mexico, 797 lbs.; Netherlands, 7,083,914 lbs.; Norway, 155,259 lbs.; Peru, 1,190 lbs.; Scotland, 17,278 lbs.; Spain, 62,500 lbs.; Trinidad, Island of, 331 lbs.

HAMS AND SHOULDERS.—Barbados, 773 lbs.; Bermuda, 16,721 lbs.; British Guiana, 1,512 lbs.; British West Indies, 22,800 lbs.; Canary Island, 3,336 lbs.; Colombia, 1,506 lbs.; Costa Rica, 754 lbs.; Cuba, 56,240 lbs.; Dutch West Indies, 222 lbs.; Ecuador, 30 lbs.; England, 3,733,232 lbs.; France, 15,000 lbs.; French West Indies, 315 lbs.; Haiti, 1,573 lbs.; Honduras, 727 lbs.; Jamaica, 1,755 lbs.; Mexico, 1,135 lbs.; Norway, 39,793 lbs.; Panama, 1,019 lbs.; Peru, 3,057 lbs.; San Domingo, 1,974 lbs.; Trinidad, Island of, 6,202 lbs.; Venezuela, 5,007 lbs.

LARD.—Barbados, 200 lbs.; Bermuda, 4,806 lbs.; British South Africa, 70,650 lbs.; British West Indies, 200 lbs.; Canary Islands, 3,758 lbs.; Chile, 1,200 lbs.; Colombia, 73,155 lbs.; Cuba, 44,559 lbs.; Danish West Indies, 110 lbs.; Dutch Guiana, 500 lbs.; Dutch West Indies, 1,030 lbs.; Ecuador, 2,926 lbs.; England, 2,700,398 lbs.; France, 141,466 lbs.; Guatemala, 3,070 lbs.; Haiti, 54,280 lbs.; Honduras, 2,000 lbs.; Italy, 55,125 lbs.; Mexico, 4,700 lbs.; Netherlands, 4,678,443 lbs.; New Zealand, 19,407 lbs.; Norway, 13,315 lbs.; Panama, 3,566 lbs.; Peru, 14,300 lbs.; Portuguese Africa, 9,000 lbs.; Salvador, 18,750 lbs.; San Domingo, 3,927 lbs.; Trinidad, Island of, 2,889 lbs.; Venezuela, 49,803 lbs.

LARD COMPOUND.—Barbados, 5,800 lbs.; Bermuda, 4,808 lbs.; British Guiana, 1,000 lbs.; British South Africa, 5,600 lbs.; British West Indies, 22,585 lbs.; Canary Islands, 1,400 lbs.; Cuba, 12,002 lbs.; Danish West Indies, 1,725 lbs.; Dutch West Indies, 7,551 lbs.; England, 47,298 lbs.; Guatemala, 185 lbs.; Haiti, 26,004 lbs.; Jamaica, 2,380 lbs.; Norway, 8,250 lbs.; Panama, 8,178 lbs.; Scotland, 152,388 lbs.; Trinidad, Island of, 66,305 lbs.

LARD OIL.—British South Africa, 80 gals.; British West Indies, 250 gals.; Guatemala, 20 gals.; Italy, 1,000 gals.

FRESH PORK.—Bermuda, 4,577 lbs.; Brit-

ish West Indies, 152 lbs.; Cuba, 202 lbs.; England, 363,120 lbs.

PICKLED PORK.—Barbados, 18,000 lbs.; Bermuda, 3,525 lbs.; British Guiana, 10,000 lbs.; British Honduras, 2,000 lbs.; British West Indies, 22,200 lbs.; Canary Islands, 400 lbs.; Colombia, 200 lbs.; Costa Rica, 900 lbs.; Cuba, 19,902 lbs.; Dutch Guiana, 62,871 lbs.; Dutch West Indies, 1,100 lbs.; England, 640,980 lbs.; France, 22,000 lbs.; French West Indies, 300 lbs.; Haiti, 15,400 lbs.; Jamaica, 19,000 lbs.; Panama, 500 lbs.; Spain, 50,000 lbs.; Trinidad, Island of, 51,100 lbs.; Venezuela, 200 lbs.

CANNED PORK.—Bermuda, 3,746 lbs.; Colombia, 99 lbs.; England, 7,200 lbs.; Peru, 55 lbs.; Salvador, 6,720 lbs.; Scotland, 25,200 lbs.

SAUSAGES.—Bermuda, 1,752 lbs.; British Honduras, 18 lbs.; British South Africa, 560 lbs.; Canary Islands, 1,526 lbs.; Colombia, 322 lbs.; Cuba, 1,875 lbs.; Dutch Guiana, 116 lbs.; Dutch West Indies, 1,069 lbs.; France, 96,804 lbs.; Guatemala, 188 lbs.; Haiti, 354 lbs.; Italy, 550 lbs.; Mexico, 57 lbs.; Panama, 390 lbs.; Peru, 280 lbs.; Salvador, 209 lbs.; San Domingo, 1,050 lbs.; Trinidad, Island of, 1,294 lbs.; Venezuela, 825 lbs.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to March 22, 1916:

CATTLE.—Bermuda, 61 hd.; Chile, 2 hd. BEEF, PICKLED AND OTHER CURED.—Barbados, 15,700 lbs.; Bermuda, 3,200 lbs.; British Guiana, 46,000 lbs.; British Honduras, 1,000 lbs.; British West Indies, 5,940 lbs.; Chile, 2,000 lbs.; Colombia, 600 lbs.; Costa Rica, 1,200 lbs.; Cuba, 930 lbs.; Dutch Guiana, 95,500 lbs.; Dutch West Indies, 3,793 lbs.; England, 149,089 lbs.; France, 1,440,801 lbs.; French West Indies, 2,600 lbs.; Guatemala, 3,000 lbs.; Haiti, 1,385 lbs.; Jamaica, 4,400 lbs.; Norway, 20,000 lbs.; Panama, 5,500 lbs.; Trinidad, Island of, 52,636 lbs.; Venezuela, 1,137 lbs.

FRESH MEATS.—Bermuda, 57,639 lbs.; British South Africa, 4,400 lbs.; British West Indies, 5,476 lbs.; Cuba, 1,392 lbs.; France, 9,843,077 lbs.

OLEOMARGARINE.—Barbados, 16,400 lbs.; British Honduras, 900 lbs.; British West Indies, 700 lbs.; Chile, 1,000 lbs.; Colombia, 160 lbs.; Costa Rica, 900 lbs.; Dutch Guiana, 170 lbs.; Dutch West Indies, 886 lbs.; French West Indies, 180 lbs.; Guatemala, 2,000 lbs.; Haiti, 1,200 lbs.; Jamaica, 11,050 lbs.; Norway, 143,231 lbs.; San Domingo, 400 lbs.; Trinidad, Island of, 2,500 lbs.

OLEO OIL.—Bermuda, 2,880 lbs.; Cuba, 4,570 lbs.; England, 151,197 lbs.; Italy, 21,346 lbs.; Norway, 18,400 lbs.; Trinidad, Island of, 37,820 lbs.

STEARINE.—Ecuador, 10,000 lbs.; French West Indies, 980 lbs.; Peru, 22,000 lbs.; Trinidad, Island of, 1,250 lbs.; Venezuela, 44,400 lbs.

ALL OTHER ANIMAL OILS.—Barbados, 20 gals.; Colombia, 12 gals.; Cuba, 20 gals.

TALLOW.—Barbados, 3,770 lbs.; Bolivia, 6,000 lbs.; Chile, 1,920 lbs.; Colombia, 15 lbs.; French West Indies, 6,700 lbs.; Honduras, 2,000 lbs.; Italy, 69,803 lbs.; San Domingo, 6,213 lbs.; Trinidad, Island of, 3,123 lbs.

CANNED MEATS (Value).—Barbados, \$18; Bermuda, \$393; British Guiana, \$159; British South Africa, \$1,839; British West Indies, \$609; Chile, \$100; Colombia, \$339; Costa Rica, \$28; Cuba, \$470; Danish West Indies, \$154; Dutch Guiana, \$212; Dutch West Indies, \$1,100; Egypt, \$99; England, \$2,578; France, \$6; French Guiana, \$23; French West Indies, \$208; Honduras, \$60; Hong Kong, \$23; Mexico, \$190; Panama, \$338; Peru, \$47; Salvador, \$88; San Domingo, \$62; Trinidad, Island of, \$606; Venezuela, \$360.

OTHER MEAT PRODUCTS.—Barbados, \$469; Bermuda, \$1,314; British Honduras, \$81; British South Africa, \$279; British West Indies, \$835; Canary Islands, \$19; Costa Rica, \$189; Cuba, \$1,288; Danish West Indies, \$49; Dutch Guiana, \$35; Dutch West Indies, \$599; England, \$4,006; France, \$1; French West Indies, \$145; Haiti, \$324; Jamaica, \$1,026; Mexico, \$52; Panama, \$324; Peru, \$111; San Domingo, \$19; Trinidad, Island of, \$4,182; Venezuela, \$176.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending March 18, 1916, with comparisons:

To—	PORK, BBLs.		
	Week ending Mar. 12, 1916.	Week ending Mar. 20, 1915.	From Nov. 1, '15, to Mar. 18, 1916.
United Kingdom..	50	847	5,023
Continent	170	458	1,989
So. & Cen. Am.	350	220	715
West Indies	175	1,790	23,659
Br. No. Am. Col.	18	665	8,727
Other countries..	6	.....	558
Total	769	3,899	41,301

MEATS, LBS.			
United Kingdom..	18,050,900	19,720,175	249,381,472
Continent	1,495,525	6,129,375	75,050,972
So. & Cen. Am.	55,176	108,000	1,857,547
West Indies	113,928	82,275	4,153,343
Br. No. Am. Col. ....	.....	.....	219,070
Other countries..	17,565	.....	400,359
Total	19,733,004	26,039,825	330,792,763

LARD, LBS.			
United Kingdom..	7,335,070	10,062,776	105,098,418
Continent	430,350	5,115,660	72,740,045
So. & Cen. Am.	771,339	729,700	17,680,720
West Indies	110,100	864,050	10,376,785
Br. No. Am. Col. ....	.....	700	424,882
Other countries..	.....	.....	862,247
Total	8,646,859	16,772,886	207,183,097

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	615	6,490,144	2,928,859
Boston	18	1,279,950	719,000
Philadelphia .....	.....	30,000	198,000
New Orleans	136	.....	700,000
St. John, N. B. ....	.....	5,157,000	3,514,000
Portland, Me. ....	.....	6,776,000	527,000
Total week	769	19,733,004	8,646,858
Previous week	2,857	11,163,263	19,926,121
Two weeks ago..	1,941	11,159,003	9,020,839
Cor. week last y'r	3,890	26,039,825	16,772,886

COMPARATIVE SUMMARY OF EXPORTS.			
From Nov. 1, '15, to Mar. 18, '16.	Same time last year.	Changes.	
Pork, lbs.	10,060,290	\$ 632,800 Inc.	2,007,400
Meats, lbs.	330,792,763	234,089,875 Inc.	96,702,888
Lard, lbs.	207,183,097	259,150,858 Dec.	51,967,761

OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liverpool.	Glasgow.	Rotterdam.	Copenhagen.
Beef, tierces	\$1.25	\$2.00	200c.	225c.
Pork, barrels	1.25	2.00	200c.	225c.
Bacon	1.25	2.00	200c.	225c.
Canned meats	1.25	2.00	200c.	225c.
Lard, tierces	1.25	2.00	200c.	225c.
Tallow	1.25	2.00	200c.	225c.
Cottonseed oil	8.00	1.00	140c.	140c.
Oil Cake	1.25	1.00	140c.	140c.
Butter	1.50	2.50	225c.	250c.

No rates to Hamburg.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, March 16, 1916, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Bacon		Cottonseed		Hams		Tallow		Beef		Pork		Lard	
	Cake.	Oil.	Putter.	Bags.	Bbls.	Pkgs.	Bags.	Bbls.	Pkgs.	Bbls.	Pkgs.	Bags.	Tes.	and Pkgs.
Cymric, Liverpool .....	.....	.....	.....	.....	.....	2533	.....	.....	.....	.....	.....	175	550	.....
New York, Liverpool .....	.....	.....	.....	.....	.....	1457	.....	.....	.....	.....	.....	225	50	.....
Den of Airline, Liverpool .....	.....	.....	.....	.....	.....	1352	.....	.....	.....	.....	10	175	.....	.....
Lancastrian, London .....	.....	.....	500	.....	.....	649	.....	.....	.....	.....	.....	.....	.....	.....
Anglo Bolivian, London .....	.....	.....	.....	.....	.....	26	.....	.....	.....	.....	.....	334	2000	.....
Lepanto, Hull .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150	.....	.....
Colorado, Hull .....	.....	.....	.....	.....	.....	1329	.....	.....	.....	.....	40	700	12184	.....
Alganib, Rotterdam	4021	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Rotterdam, Rotterdam	4078	4000	.....	.....	.....	50	.....	.....	.....	.....	.....	.....	.....	.....
Samland, Rotterdam .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	28124	.....	.....
Commeijne, Rotterdam	17249	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Eibergen, Rotterdam	11629	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Florida, Copenhagen	5186	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Kristianafjord, Bergen .....	.....	750	.....	.....	.....	495	.....	.....	.....	.....	170	130	.....	.....
Stockholm, Gothenberg	17696	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Balto, Gothenberg .....	.....	.....	.....	.....	.....	450	.....	.....	.....	.....	.....	590	.....	.....
Kronstad, Havre .....	.....	.....	.....	.....	.....	345	.....	.....	.....	.....	.....	.....	.....	.....
Herm, Barcelona .....	.....	.....	.....	.....	.....	931	.....	.....	.....	.....	.....	.....	.....	.....
Saint Ursula, Genoa .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Asahi Maru, Genoa .....	.....	.....	.....	.....	.....	125	.....	.....	.....	.....	.....	225	400	.....
San Guglielmo, Genoa .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	849	.....	900	.....
Constantinos, Piraeus	3274	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total	63133	5250	.....	.....	.....	9742	849	.....	.....	.....	220	30828	16084	.....

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—Higher prices have been reached. The undertone in the market is still regarded as strong, and many in the trade were prepared for the 10c. basis for city special tallow. The general impression is that unless something unforeseen develops, this level will be maintained for perhaps another month. There is no disposition on the part of distributors to press sales, and it is believed that the liberal takings of late by consumers are undergoing quick absorption. At the same time, it is known that with the talk of impending higher prices, many consumers have bought ahead, despite the comparatively steep quotations. On Thursday about 300,000 pounds of city specials changed hands at ten cents.

The various peace rumors have not had much effect on the tallow market. It is likely that upon the actual movement for peace some by-products will be in very small demand, especially glycerine, but there has been no great evidence of a real peace propaganda. There have been very few foreign interests here for tallow, due partly to the knowledge that bids are very difficult to fill. At London the tallow market remains firm, the last auction sale resulting in offerings of 908 casks, of which 567 were sold, prices generally favoring the seller.

Prime city tallow was quoted at 9½c., nom., and city specials at 10c., loose.

OLEO STEARINE.—The market remains firm at 11½@11¼c. The buying by compound lard makers and small amounts for exporters, has caused the higher prices.

OLEO OIL.—The general tone of the market is firm and some interests are anticipating a better volume of trade. Extras are quoted at 12¾c. and No. 2 at 11c.

SEE PAGE 29 FOR LATER MARKETS.

COCOANUT OIL.—Supplies here have undergone further reduction. While the embargo on shipments from English points is in effect, no relief in the strong market is anticipated. Cochin, 18@19c. in pipes; arrivals, —; Ceylon, 16@17c.

PALM OIL.—The market remains strong in absence of regular supplies from abroad. Prime red, spot, 16c.; to arrive, —; Lagos, spot, 18c.; to arrive, —; palm kernel, nom.; shipments, —.

NEATSFOOT OIL.—The market is still firm, but the volume of business has not increased. For 20 cold test, 98c.@\$1; 30 do., 95@97c.; water white, 85@86c.

CORN OIL.—Supplies are scarce and authorities say they do not recollect similar conditions in the trade. Prices quoted at \$10%, nom.

SOYA BEAN OIL.—The strong tone continues, due largely to the strength in other oils. Spot is quoted at 9½c.

GREASES.—High grade greases sold at 10c. at Chicago and the lower grades are being steadily worked off at full price. Yellow, 8¾@9c., nom.; bone, 8¾@9c., nom.

FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled nothing, compared to 10,077 quarters last week and nothing two weeks ago. Mutton imports totaled nothing, compared to 83,321 carcasses last week. Arrivals comprised only 50 bbls. of jerked beef from Uruguay.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to March 24, 1916, show that exports from that country were as follows: To England, 50,576 quarters; to the Continent, 334 quarters; to the United States, 4,724 quarters. The previous week's exports were as follows: To England, 82,115 quarters; to the Continent, 47,461 quarters; to the United States, 9,941 quarters.

IMPORTS OF FRESH BEEF.

For the week ending March 18, 1916, the Government reports imports of fresh beef at the port of New York amounting to 186,743 pounds, the average value according to estimates from the manifests being 8½ cents per pound. The previous week's imports totaled — pounds and averaged — cents per pound.

RUSSIA LIMITS MEAT SLAUGHTER.

It is reported through London that the Russian Ministry of Agriculture will shortly introduce a bill in the Duma prohibiting throughout Russia the killing of livestock on Tuesdays and Thursdays and fixing the numbers of cattle that may be slaughtered on other days. The bill will provide for prohibition of the sale of all kinds of meat in markets, restaurants, and hotels on Wednesdays and Fridays and for the closing of butcher shops on those days.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, March 23.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams.—Green, 8@10 lbs. ave., 15¼c.; 10@12 lbs. ave., 15¼c.; 12@14 lbs. ave., 15¼c.; 14@16 lbs. ave., 15¼c.; 18@20 lbs. ave., 16¼c. Sweet pickled, 8@10 lbs. ave., 15c.; 10@12 lbs. ave., 14¾c.; 12@14 lbs. ave., 14¾c.; 14@16 lbs. ave., 15c.; 18@20 lbs. ave., 16@16½c.

Skinned Hams.—Green, 14@16 lbs. ave., 17½c.; 16@18 lbs. ave., 17½c.; 18@20 lbs. ave., 17½c.; 22@24 lbs. ave., 17½c. Sweet pickled, 14@16 lbs. ave., 16½c.; 16@18 lbs. ave., 16½c.; 18@20 lbs. ave., 16½c.; 22@24 lbs. ave., 16½c.

N. Y. Shoulders.—Green, 10@12 lbs. ave., 12½c. Sweet pickled, 10@12 lbs. ave., 12½c.

Picnic Hams.—Green, 5@6 lbs. ave., 11¼c.; 6@8 lbs. ave., 11c.; 8@10 lbs. ave., 10¾c.; 10@12 lbs. ave., 10¾c. Sweet pickled, 5@6 lbs. ave., 10¾c.; 6@8 lbs. ave., 10¾c.; 8@10 lbs. ave., 10¾c.; 10@12 lbs. ave., 10c.

Clear Bellies.—Green, 6@8 lbs. ave., 16½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 15¼c.; 12@14 lbs. ave., 14¾c.; 14@16 lbs. ave., 14½c. Sweet pickled, 6@8 lbs. ave., 15½c.; 8@10 lbs. ave., 15½c.; 10@12 lbs. ave., 15c.; 12@14 lbs. ave., 14¾c.; 14@16 lbs. ave., 14½c.

PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from E. C. Zann.)

New York, March 23.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 19@20c.; green hams, 8@10 lbs. ave., 17c.; 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15½c.; 18@20 lbs. ave., 17c.; green clear bellies, 6@10 lbs. ave., 16c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.; green rib bellies, 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15½c.; S. P. clear bellies, 6@10 lbs. ave., 15½c.; 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15c.; S. P. rib bellies, 10@12 lbs. ave., 15c.; 12@14 lbs. ave., 15c.; S. P. hams, 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 15½c.; 18@20 lbs. ave., 18c.; city steam lard, 11¼c.; city dressed hogs, 13¼c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 17½@18c.; 10@12 lbs. ave., 16½@17c.; 12@14 lbs. ave., 15½@16c.; 14@16 lbs. ave., 14½@15c.; skinned shoulders, 12½@13c.; Boston butts, 15@15½c.; boneless butts, 16@16½c.; neck ribs, 3@4c.; spareribs, 10½@11c.; lean trimmings, 14c.; regular trimmings, 9½@10c.; kidneys, 6c.; tails, 6@7c.; livers, 2c.; snouts, 4½c.; pig tongues, 10½c.

Green Olive Oil Foots

SUPERIOR QUALITY

AND ALL OTHER SOAP MATERIALS

WELCH, HOLME & CLARK CO.

383 West St., New York

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending March 23, 1916, and for the period since September 1, 1915, were:

	Week ending Mar. 23, 1916.	Since Sept. 1, 1915.
From New York—	Bbls.	Bbls.
Africa	1,017	4,943
Algiers, Algeria	—	1,310
Algoa Bay, Cape Colony	—	24
Auckland, N. Z.	—	238
Australia	—	1,437
Barbados, W. I.	—	796
Barranquilla, Colombia	—	4
Bergen, Norway	150	3,600
Bermuda	1	453
Bordeaux, France	—	1,155
Brazil	93	1,632
Buenaventura, Colombia	—	29
Buenos Aires, A. R.	—	1,010
Caibarien, Cuba	—	14
Calcutta, India	—	5
Cape Haitien, Haiti	26	176
Cape Town, Africa	—	561
Cartagena, Colombia	—	7
Central America	34	405
Cette, France	—	900
Christiania, Norway	—	200
Colon, Panama	—	1,246
Columbia, Br. Columbia	—	95
Copenhagen, Denmark	—	15,900
Cristobal, Panama	—	39
Cuba	84	1,071
Curacao, Leeward Islands	—	14
Demerara, Br. Guiana	—	258
Genoa, Italy	—	9,613
Georgetown, Br. Guiana	—	47
Glasgow, Scotland	—	850
Guatemala, C. A.	—	3
Halifax, N. S.	—	30
Havana, Cuba	—	548
Havre, France	1,275	10,430
Hull, England	—	100
Kingston, W. I.	—	790
Kobe, Japan	—	143
La Guaira, Venezuela	—	5
La Pallice, France	—	60
Leith, Scotland	—	100
Liverpool, England	—	5,825
London, England	500	22,735
Lyttleton, N. Z.	—	15
Macoris, S. D.	—	47
Manchester, England	2,500	14,508
Marseilles, France	500	38,466
Matanzas, W. I.	—	126
Melbourne, Australia	—	85
Mexico	60	740
Monte Cristi, San Dom.	—	436
Montevideo, Uruguay	—	5,041
Naples, Italy	—	375
Nassau, Bahamas	—	2
Nipe, Cuba	—	57
Oran, Algeria	—	3,200
Para, Brazil	—	24
Paramaribo, Dutch Guiana	—	183
Pernambuco, Brazil	—	214
Piraeus, Greece	—	1,345
Port au Prince, W. I.	—	3
Port Barrios, C. A.	—	22
Port Limon, C. R.	—	145
Port Maria, W. I.	—	17
Port of Spain, W. I.	—	28
Progreso, Mexico	—	81
Puerto, Mexico	—	47
Puerto Plata, S. D.	—	89
Rio de Janeiro, Brazil	—	214
Rotterdam, Holland	4,030	61,607
St. Johns, N. F.	—	122
St. Thomas, W. I.	—	495
Sanchez, San Dom.	—	293
San Domingo, S. D.	66	1,084
Santiago, Cuba	—	429
Santos, Brazil	—	1,245
South American ports	784	10,453
Sydney, Australia	—	101
Tampico, Mexico	—	65
Trinidad, Island of	—	326
Valparaiso, Chile	—	1,170
Vera Cruz, Mexico	—	293
West Indies	212	4,809
Total	11,332	248,402

From New Orleans—

Bocas del Toro, Panama	—	100
Christiania, Norway	11,945	46,110
Copenhagen, Denmark	—	2,000
Frontera, Mexico	—	329
Genoa, Italy	—	25
Glasgow, Scotland	—	1,188
Gothenberg, Sweden	800	15,550
Havana, Cuba	—	2,300
Havre, France	—	600
Liverpool, England	500	4,050
Manchester, England	—	250
Marseilles, France	—	2,399
Progreso, Mexico	40	346
Rotterdam, Holland	—	3,000
Santiago, Cuba	—	100
Tampico, Mexico	—	200
Vera Cruz, Mexico	—	932
Total	13,285	79,479

From Galveston—

Havana, Cuba	—	515
Vera Cruz, Mexico	—	1,659
Total	—	2,174

From Baltimore—

Glasgow, Scotland	—	872
Liverpool, England	—	108
Total	—	980

From Philadelphia—

Glasgow, Scotland	626	855
Liverpool, England	—	98
Total	626	953

From Savannah—

Rotterdam, Holland	—	3,580
Total	—	3,580

From Norfolk and Newport News—

Glasgow, Scotland	—	2,744
Liverpool, England	—	979
London, England	—	975
Total	—	4,698

From Mobile—

Buenos Aires, A. R.	—	3,290
Rosario, A. R.	—	150
Total	—	3,440

From Detroit—

Canada	—	32,982
Total	—	32,982

From Buffalo—

Canada	—	732
Total	—	732

From all other ports—

Mexico	—	3
Total	—	3

Recapitulation—

	Week ending Mar. 23, 1916.	Since Sept. 1, 1915.	Same period, 1914.
From New York	11,332	248,402	315,920
From New Orleans	13,285	79,479	53,982
From Galveston	—	2,174	5,931
From Baltimore	—	980	3,633
From Philadelphia	626	953	6,333
From Savannah	—	3,580	14,025
From Norfolk and Newport News	—	4,698	20,526
From Boston	—	2	12
From San Francisco	41	217	94
From Mobile	—	3,440	1,900
From Detroit	—	32,982	24,317
From Buffalo	—	732	4,664
From all other ports	—	3	1
Total	25,284	377,642	451,338

EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported up to March 22, 1916:

BUTTER.—Barbados, 9,270 lbs.; Bermuda, 14,842 lbs.; British West Indies, 134 lbs.;

Colombia, 1,145 lbs.; Cuba, 956 lbs.; Danish West Indies, 60 lbs.; Dutch West Indies, 350 lbs.; French West Indies, 1,516 lbs.; Guatemala, 260 lbs.; Haiti, 9,675 lbs.; Jamaica, 872 lbs.; Japan, 856 lbs.; Mexico, 1,688 lbs.; Peru, 2,760 lbs.; San Domingo, 300 lbs.; Trinidad, Island of, 2,454 lbs.; Venezuela, 440 lbs.

EGGS.—Bermuda, 2,340 dz.; British West Indies, 60 dz.; Venezuela, 230 dz.

CHEESE.—Bermuda, 2,405 lbs.; British West Indies, 518 lbs.; Colombia, 166 lbs.; Costa Rica, 79 lbs.; Cuba, 8,505 lbs.; Danish West Indies, 460 lbs.; Dutch West Indies, 1,277 lbs.; England, 355,970 lbs.; France, 46,712 lbs.; Guatemala, 250 lbs.; Haiti, 2,022 lbs.; Honduras, 48 lbs.; Jamaica, 1,661 lbs.; Mexico, 533 lbs.; Panama, 5,298 lbs.; Peru, 738 lbs.; Salvador, 21 lbs.; San Domingo, 688 lbs.; Trinidad, Island of, 14,349 lbs.; Venezuela, 276 lbs.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 24.—Latest quotations of chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda 6½c. per lb., basis 60 per cent.; 60 per cent. caustic soda, 5½c. per lb.; 98 per cent. powdered caustic soda in bbls., 6½c. per lb.; 48 per cent. carbonate of soda, 4¼c. per lb.; talc, 1¼@1¾c. per lb.; 58 per cent. soda ash, 4@4¼c. per lb., basis 48 per cent.; silic, \$15 @20 ton of 2,000 lbs.; chloride of lime, in casks, 8½c. per lb., in bbls., 10c. per lb.

Prime palm oil, 16c. per lb.; clarified palm oil, in bbls., 18c. per lb.; genuine Lagos palm oil in casks, 18c. per lb.; palm kernel oil, 15c. per lb.; yellow olive oil, 96c. per gal.; green olive oil, 93c. per gal.; green olive oil foots, 13@14c. per lb.; Ceylon coconut oil, 16½@17c. per lb.; Cochin coconut oil, 18@19c. per lb.; cottonseed oil 11½@12c. per lb.; soya bean oil, 9½@9¾c. per lb.; prime city tallow, 8½c. per lb.; corn oil, 10¾c. per pound.

House grease, 8¾@9c. per lb.; oleo stearine, 10¼@11c. per lb.; brown grease, 7½@8c. per lb.; yellow packers' grease, 8¾c. per lb.

Dynamite glycerine, 50c. per lb.; saponified glycerine, 40c. per lb.; crude soap lye, glycerine, 36c. per lb.

FOREIGN COMMERCIAL EXCHANGE.

New York, March 24.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.72½
Cable transfers	4.77½
Demand sterling	4.76½
Commercial, 60 days	4.71½@4.71½
Commercial, 90 days	4.69½
Paris—	
Commercial, 90 days	No quotations.
Commercial, 60 days	No quotations.
Commercial, sight	5.97½
Bankers' cables	5.96½
Bankers' checks	5.97
Berlin—	
Commercial, sight	No quotations.
Bankers' sight	71½
Cable transfers	—
Antwerp—	
Commercial, 60 days	No quotations.
Bankers' sight	No quotations.
Bankers' cables	No quotations.
Amsterdam—	
Commercial, sight	42¼
Bankers' sight	42¼
Copenhagen—	
Checks	28.60

QUICK SERVICE WITH MOTOR TRUCK.

One of the new Kissel worm-drive trucks, built to carry a ton, was loaded with 46 boxes of powder at Boulder, Colo., last week, and driven a mile up the canon. It made the distance, with a continuous up grade, in three minutes and fifty seconds. It requires four horses one hour and twenty-five minutes to pull the same load over the same road.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Market Continues Strong—Reactions Short Lived—Crude Oil at 75c.—Further Advances in Lard—Compound Lard Interests Buy Oil—Less Export Demand but Clearances Heavy—Larger Trade in New Crop Oil Positions.

The bullish feeling relative to cotton oil values has not been modified very much by the further advancing of all quotations. During this week the crude oil market was reported at 75c. basis, such prices having been recorded at favorable Southern shipping points. At the same time, there were other reports indicating that crude oil could be had at 74c., and even at 73c. This irregularity or contradiction in quoted prices is not really unexpected, as the market is sufficiently high at present to permit of a fluctuation of a cent or two per gallon.

Apropos of the unprecedentedly high prices for cotton oil speculation in the market has not diminished, as was thought probable a few weeks ago. There are authorities in the trade who say that the shortage in cottonseed oil supplies this season will not be discounted until spot oil at New York sells at twelve cents, and perhaps not then if the lard market shows continued strength. Reasoning of this sort stimulates speculation in the distant positions.

Whether the high price enthusiasts are becoming overbold in their predictions is a matter of more comment just now. It is realized that cotton oil levels have been raised with greater persistency and to a higher plane than even some of the confirmed bulls have talked of. It is true that there were many statements that eleven cent cotton oil at New York would be seen this year, but comparatively few were of the opinion that such a price would be recorded before the summer. Apparently the timely upturn in the Western provision list, which was shared by lard and at times led by that product, has had much to do with the last advance in cotton oil.

That distribution of lard, aside from the closed German ports, is active is not denied, and the many statements to the effect that lard is very cheap as a high-grade fat have conduced to speculative buying. Whether this demand will soon relax is a matter of conjecture. However, the effect of the frequent advances and speculative support in lard is felt strongly in cotton oil quarters, and is emphasized by the increased buying of oil for the account of compound lard makers, who for many weeks have been without much of a supply of oil to take care of any expansion in the demand for their product.

The advance to the oil list apparently was too rapid for foreigners, yet authorities on conditions abroad say that fair amounts are still wanted for butter-making and other edible purposes, and shipments to northern Europe are likely to be of satisfactory proportions the next few weeks. Intimations are still made that the embargo against Germany has not been rigid enough to keep out all edible stuffs. This week's exports of cotton oil to Europe will show a liberal total. The freight rates from domestic points to foreign ports stay very high, with room scarce and very little improvement is noted in the shipping conditions as a whole.

The question of the supplies of oil for the coming season is already causing a wide diversity of opinion. There is a feeling that Texas interests, and others who anticipate early cotton, will market their oil supplies freely at a basis close to ten cents at New York. On the other hand the scarcity of old crop oil is expected to be felt for many months to come, and if the next cotton crop does not promise well, the nervousness over early new crop oil supplies is apt to be the more wide-spread. Nothing definite has been learned as yet as to the cotton acreage, ideas still favoring some increase in the West, offset by a decrease in the boll-weevil sections, and by the pronounced decrease in the spread of fertilizers in the Eastern States.

Closing prices, Saturday, March 18, 1916.—Spot, \$10.70; March, \$10.69@10.95; April, \$10.70@10.90; May, \$10.84@10.87; June, \$10.75@10.90; July, \$10.81@10.83; August,

The
American
Cotton
Oil Co.



27 BEAVER STREET
NEW YORK CITY

Cable Address:
"AMCOTOIL," New York

Cottonseed
Products

OIL, LINTERS
CAKE, ASHES
MEAL, HULLS

GOLD MEDALS
AWARDED

Chicago, 1893.
San Francisco, 1894.
Atlanta, 1895.
Paris, 1900. Buffalo, 1901.
Charleston, S. C., 1902.
St. Louis, 1904.

KENTUCKY REFINERY COMPANY

Cotton Seed Oil

LOUISVILLE, KY.

\$10.79@10.80; September, \$10.64@10.68; October, \$9.64@9.67. Futures closed 3 to 16 advance. Sales were: May, 1,200, \$10.87@10.80; June, 100, \$10.70; July, 2,700, \$10.84@10.74; August, 3,200, \$10.82@10.78; September, 1,200, \$10.64@10.61; October, 1,600, \$9.71@9.62. Total sales, 10,100 bbls. Good off, \$10.50@11; off, \$10.25@11; reddish off, \$10.15@11; winter, \$11.25@12; summer, \$11@12; prime crude, S. E., \$9.60@10; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, March 20, 1916.—Spot, \$11@11.65; March, \$11@11.25; April, \$11@11.10; May, \$11.09@10.10; June, 10.94@10.95; July, \$10.96@10.97; August, \$10.94@10.95; September, \$10.85@10.86; October, \$9.76@9.77. Futures closed 12 to 31 advance. Sales were: March, 500, \$11.11@11.10; April, 300, \$11@10.85; May, 5,700, \$11.10@10.89; June, 2,300, \$10.94@10.90; July, 6,200, \$10.97@10.90; August, 7,400, \$10.95@10.89; September, 5,200, \$10.84@10.75; October, 4,000, \$9.80@9.72. Total sales, 31,600 bbls. Good off, \$10.75@11.12; off, \$10.50@11.12; reddish off, \$10.25@11.12; winter, \$11.25@12; summer, \$11.25@12; prime crude, S. E., \$9.67@10; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Tuesday, March 21, 1916.—Spot, \$10.90@11.30; March, \$10.95@11; April, \$10.90@11; May, \$10.98@11.03; June, \$10.88@10.92; July, \$10.85@10.86; August, \$10.82@10.83; September, \$10.72@10.75; October, \$9.64@9.66. Futures closed 5 to 13 lower. Sales were: March, 400, \$11.12@11; May, 4,200, \$11.15@11.02; June, 1,100, \$11@10.97; July, 6,100, \$11.01@10.85; August, 2,700, \$10.99@10.81; September, 4,000, \$10.87@10.80; October, 4,600, \$9.80@9.65. Total sales, 23,100 bbls. Good off, \$10.40@11; off, \$10.20@11; reddish off, \$10@11; winter, \$11.25@12; summer, \$11.25@12; prime crude, S. E., \$9.73@10; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, March 22, 1916.—Spot, \$10.85; March, \$10.87@10.98; April, \$10.90@11; May, \$10.98@11; June, \$10.90@10.95; July, \$10.92@10.94; August, \$10.90@10.91; September, \$10.84@10.85; October, \$9.73@9.75. Futures closed 8 decline to 12 advance. Sales were: March, 100, \$11.05; April, 100, \$11; May, 1,300, \$11.06@10.95; July, 5,600, \$10.97@10.89; August, 11,600, \$10.95@10.85; September, 5,400, \$10.84@10.80; October, 1,300, \$9.74@9.70. Total sales, 25,400 bbls. Good off, \$10.50@11; off, \$10.30@11; reddish off, \$10.20@11; winter, \$11.25@12; summer, \$11@12; prime crude, S. E., \$9.73@9.75; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Thursday, March 23, 1916.—Spot, \$10.75@11.25; March, \$10.75@11; April, \$10.93@10.96; May, \$10.99@11; June, \$10.94@10.98; July, \$10.98@11; August, \$10.93@10.94; September, \$10.86@10.88; October, \$9.67@9.68. Futures closed 4 advance to 12 decline. Sales were: March, 800, \$10.90@10.85; May, 4,100, \$11.03@10.98; June, 300, \$10.96@10.95; July, 9,700, \$11@10.96; August, 6,100, \$10.96@10.91; September, 4,600, \$10.88@10.85; October, 2,400, \$9.77@9.68. Total sales, 28,000 bbls. Good off, \$10.50@11; off, \$10.30@11; reddish off, \$10.25@11; winter, \$11@12; summer, \$11@12; prime crude, S. E., \$9.73@10; prime crude, Valley, nom.; prime crude, Texas, nom.

SEE PAGE 26 FOR LATER MARKETS.

THE PICARD-LAW COMPANY

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ATTENTION TURNED TO OTHER OIL SEEDS

Soy Beans Recommended as Best Cotton Seed Substitute

By D. C. Picard, B.Sc., M.A., Birmingham, Ala.*

Complying with numerous requests for data about peanuts, soy beans and velvet beans as a source of oil in comparison with cottonseed, we procured several samples of these materials from different seed houses and tested them in our laboratory. As the analyses represent seed which will be bought in the market for planting, they are of more practical value than average book analyses. Below are the tabulated results:

	Av. of Cottonseed	Av. of Peanuts	Av. of Soy B.	Av. of Velvet B.
Moisture	10.30	7.15	8.93	13.29
Oil	20.00	34.43	18.53	5.54
Protein	18.00	23.00	36.75	22.21
(Ammonia)	(3.50)	(4.47)	(7.15)	(4.32)
Crude Fibre	23.20	16.23	5.38	14.29
Carbohydrates	25.00	15.70	26.15	40.60
Ash	3.50	3.40	4.26	3.98

Cottonseed averages 45 per cent. hulls and 55 per cent. meats; peanuts 22.5 per cent. hulls and 77.5 per cent. meats. Neither soy beans nor velvet beans have any hulls, but only a thin outer skin. Velvet beans seem to be a splendid stock feed, just as they stand; but the physiological effect of free feeding them is yet to be demonstrated. There seems to be no doubt though that they are valuable on the farm.

However, we are concerned only with the comparison of oil, feed and fertilizer yields of the oil-bearing seeds. Cottonseed produces on an average 42.3 gallons of oil to the ton, theoretically; peanuts, 80.7; soy beans, 38.8. The total oil in the seeds would be 11 gallons more, roughly, than these figures. Cottonseed gives 900 pounds of 36 per cent. protein meal per ton; peanuts 902 pounds of 50 per cent. protein meal; and soy beans 1,470 pounds of 50 per cent. protein meal.

The potash and phosphoric acid in the different meals are about the same, differing not more than fifty points either way. Peanut hulls contain a little more oil and a little

more ammonia than cottonseed hulls, and are a most excellent diluent for high grade meal. Our analysis showed but 0.79 per cent. potash in the hulls.

From the farmer's point of view, we give the following comparison of yields per acre: Alabama's average yield of cotton under normal conditions is one bale to 2.21 acres, or 4.42 acres to one ton of seed, since for each 500-pound bale of cotton, approximately 1,000 pounds of seed are produced. The financial returns per acre for cotton therefore should be with cotton at 10 cents and seed at \$40, \$22.60 for the cotton and, say, \$9.50 for the seed, a total of \$32.10 per acre.

The average yield of peanuts, all over the country, is 34 bushels to the acre. Pike County, Alabama, which is an ideal peanut district, has from 30 to 40 bushels to the acre. Call it 34 bushels, which at 60 cents per bushel will give a yield of \$20.40 per acre. It is doubtful if this and the peanut-hay per acre would bring the money returns that properly cultivated cotton will.

The same is true of soy beans, which give an average of 17½ bushels to the acre, which at \$1 per bushel is worth \$17.50. The hay will bring the total value of soy to practically the same as peanuts; but it is plain that neither of them mean as much money to the farmer as cotton.

It is only a question of time when we will learn how to grow cotton intensively instead of extensively as is now done; and when that lesson is learned we will grow plenty of cotton on much less land than we are now doing, in spite of the boll weevil.

Must Encourage Other Oil-Bearing Seeds.

But while we are learning that, it is necessary to encourage the growth of other oil-bearing seeds, for the consumption of vegetable fats is growing yearly, and the de-

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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

mand for high-protein material for both feeding and fertilizer purposes will never slacken. Moreover, as long as the European war lasts, we cannot put too much of these seed meals back into the ground for the sake of the potash they contain.

Therefore, the growth of peanuts and soy should be encouraged as auxiliary crops for the time being while we devote our attention to teaching the farmers how to grow cotton under weevil conditions. It is inevitable that cotton will "come back." Look at Texas, Mississippi and Louisiana!

The writer believes that soy beans will prove a more reliable crop than peanuts, as they are not so sensitive to soil conditions as peanuts, which are rather "choicy" about land. Moreover, soy is easier to grow; and the beans weighing 60 pounds to the bushel against 24 pounds for peanuts, they require much less storage space. They are easier to crush in ordinary oil mills, as no preparation would be necessary, while peanuts require rather elaborate machinery for cleaning.

It is significant that North Carolina, which is famous for its peanuts, has this year gone largely into soy—so much so that several of the oil mills are crushing the beans regularly. Soy oil is a recognized oil, having been crushed in the Far East for some years. It belongs to the same type as cotton seed oil and peanut oil, and is therefore a first class edible oil. Try some soy beans on your land this year! If nothing else, they will help the land!

The crushing of peanuts or soy beans would be about as profitable as cotton seed, but the numerous ramifications of the trade would suffer. When all is figured out, nothing equals cotton. The trouble with cotton is that too much land is given to it; the same amount could be produced on less land.

Not long ago we wrote a letter on fertilizer conditions, and would like to urge again all possible means to influence the farmers to use as much acid phosphate and meal goods as possible. This mixture will give fully ½ per cent. potash, which in connection with subsoil plowing to release stored potash in the subsoil will help enormously in producing good crops.

There is a lot of talk about hard times and unemployment. But a good cotton oil mill man is always in demand, and can get a good job if he goes about it in the right way. Use page 48 of The National Provisioner, the recognized medium for this purpose.

SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)
Columbia, S. C., March 23, 1916.—Crude cottonseed oil, 73 cents bid. Meal, \$31. Hulls, \$12 per ton, f. o. b. Columbia. All markets quiet.

Atlanta.

(Special Wire to The National Provisioner.)
Atlanta, Ga., March 23, 1916.—Crude cottonseed oil 73@74c. bid, 75c. asked; stocks almost exhausted. Meal, \$30@31, f. o. b. mills, according to freight rates. Hulls, \$13.25, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)
Memphis, Tenn., March 23, 1916.—Prime crude cottonseed oil steady at 72½c. Prime 7½ per cent. meal dull at \$28.50@29. Hulls firm at \$12@12.25 loose, \$14 sacked.

New Orleans.

(Special Wire to The National Provisioner.)
New Orleans, La., March 23, 1916.—Prime crude cottonseed oil nominal at 72c. for Texas; nothing offering. Refined oil more active; prime bleachable scarce. Prime meal, 8 per cent., firmer at \$32; 7½ per cent. meal, \$30; 7 per cent. meal \$28; all short ton, New Orleans. Hulls, \$12.75 loose, \$14.75 sacked.

APPOINTED OFFICIAL CHEMISTS.

The Atlanta Commercial Exchange at Atlanta, Ga., recently formed to provide a center for provision, cotton oil and other trading in that section, has elected the Picard-Law Company, of Atlanta, as official chemists of the Exchange. Dr. Thomas C. Law, the head of this company, is a recognized authority in the South on all subjects connected with these trades, and his unanimous selection as official chemist was a tribute to his ability. The Exchange is composed of

the leading grain, cotton, cotton oil and provision dealers and manufacturers of Atlanta and Georgia. Five other Atlanta laboratories competed for the honor.

DISASTROUS FIRES IN THE SOUTH.

Wednesday, March 22, was a day that many in the South will not soon forget. On that day fire practically destroyed the city of Paris, Tex., doing \$5,000,000 damage. On the same day Nashville, Tenn., had a two million dollar fire and Augusta, Ga., was partially wiped out, the damage exceeding \$2,000,000. The fire at Paris was in the nature of a terrible business disaster. This is the home of President J. J. Culbertson of the Inter State Cotton Seed Crushers' Association. Over 100 city blocks were burned, and every bank, hotel, drug store, grocery and dry good house was destroyed.

CRUSHERS' COMMITTEE DOESN'T MEET.

The Executive Committee of the Inter State Cotton Seed Crushers' Association was to have met at Chattanooga, Tenn., on Friday of this week. The meeting was postponed indefinitely, President Culbertson being unable to attend because of the fire disaster which wiped out his home city of Paris, Tex. The committee will meet later to select a convention place for the 1916 meeting.

CANADIAN SALAD OIL REGULATIONS.

A bulletin issued by the Canadian government, following an investigation of olive oil and salad oil offered for sale, emphasizes the fact that the regulations forbid the sale as salad oil of an article which consists of or which contains cottonseed oil without notification of that fact. Manufacturers are also warned that the word "cotton" where used in the label should be in conspicuous characters.

HARDENED EDIBLE OILS

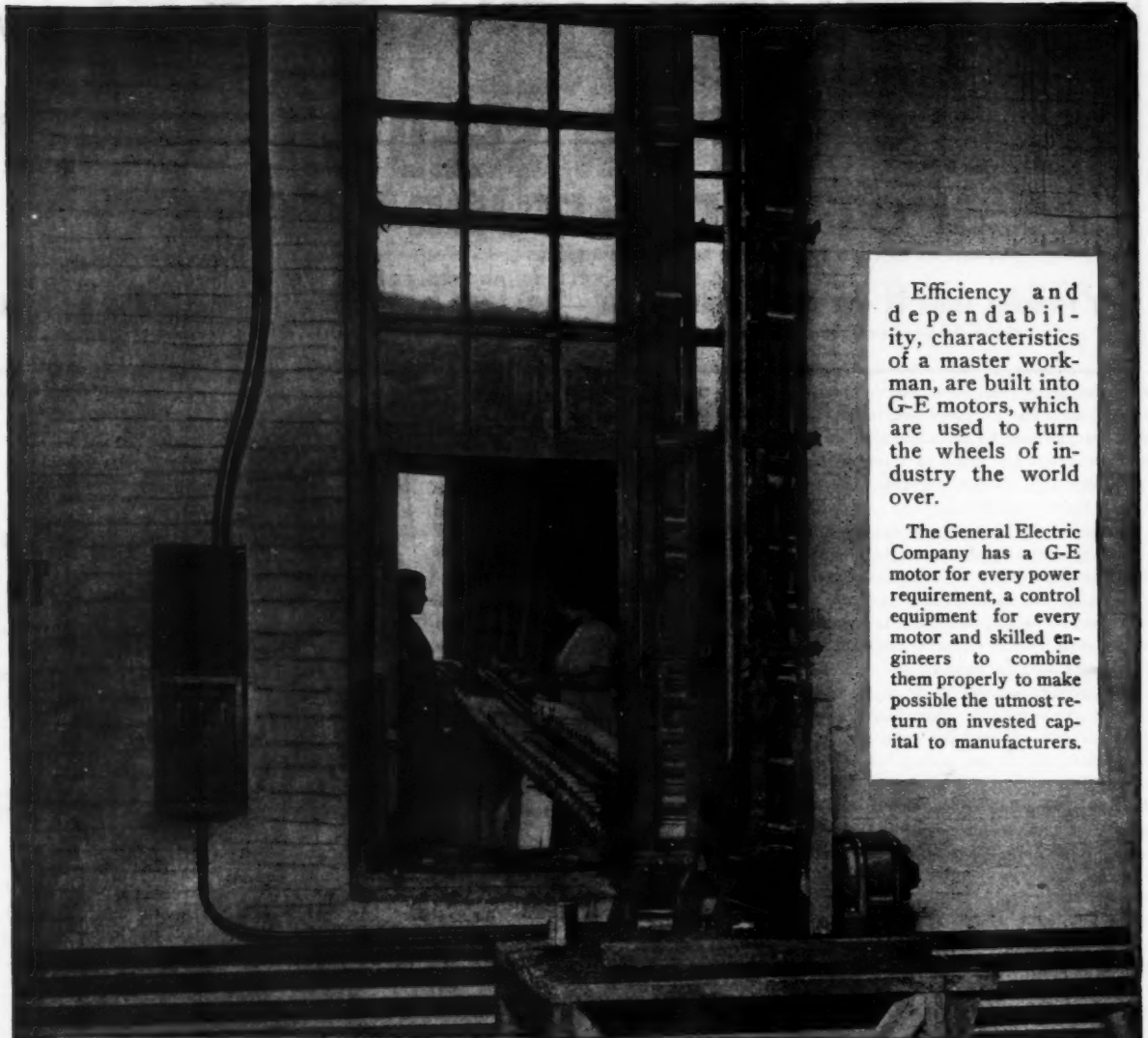
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5918

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, March 24.—Market steady. Western steam, \$12 nom.; Middle West, \$11.35@11.45; city steam, 11½@11¼c. nom.; refined Continent, \$12.45; South American, \$12.55; Brazil, kegs, \$13.55; compound, 11½@12c. nom.

Marseilles Oils.

Marseilles, March 24.—Copra fabrique, 173 fr.; copra edible, — fr.; peanut fabrique, 140 fr.; copra edible, — fr.

Liverpool Produce Market.

Liverpool, March 24.—(By Cable).—Beef, extra India mess, 150s.; pork, prime mess, 120s.; shoulders, square, 70s.; New York, 67s.; picnic, 65s.; hams, long, 85s.; American cut, 87s. Bacon, Cumberland cut, 80s.; long clear, 85s.; short back, 80s.; bellies, clear, 88s. Lard, spot prime, 66s.; American refined, 28-lb. box, 71s.; May, 70s. 9d. Lard (Hamburg), nom. Tallow, prime city, 52s. 3d.; New York City special, 55s. Cheese, Canadian finest white, new, 103s. Tallow, Austrian (at London), 50s. 3d.

FRIDAY'S CLOSINGS.

Provisions.

The market was less active with values a little lower. Offerings were moderate and trade limited.

Oleo Stearine.

The market was very firm but dull. Oleo is quoted at 11¼c.

Tallow.

Prices are held very firmly at the advance. City is quoted at 9c. and special at 10c.

Cottonseed Oil.

Trading was active with prices showing some reaction. Commission houses were fairly active sellers. Crude oil was quiet but nominally firm.

Market closed 10 to 20 points lower. Sales, 32,200 bbls. Spot oil, \$10.50 bid. Crude, Southeast, \$9.60@9.87. Closing quotations on futures: March, \$10.60@10.90; April, \$10.75@10.79; May, \$10.79@10.81; June, \$10.75@10.80; July, \$10.81@10.82; August, \$10.81@10.82; September, \$10.76@10.77; October, \$9.53@9.55; good off oil, \$10.25@10.90; off oil, \$10.20@10.90; red off oil, \$10.10@10.90; winter oil, \$10.75 bid; summer white oil, \$10.75 bid.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, March 24.—Hog market strong, 5 to 10c. higher. Bulk of prices, \$9.70@9.80; light, \$9.25@9.85; mixed, \$9.45@9.85; heavy, \$9.40@9.85; rough heavy, \$9.40@9.55; Yorkers, \$9.60@9.75; pigs, \$7.40@8.60; cattle, steady; beefs, \$7.75@10.05; cows and heifers, \$4.10@9; Texas steers, \$7.50@8.40; Western, \$7.70@8.75. Calves, \$8@10.50. Sheep market, steady; sheep, native, \$8.50@8.85; yearlings, \$9.75@10.65; lambs, \$9.75@11.35; Western, \$10@11.70.

Kansas City, March 24.—Hogs higher, at \$9.05@9.65.

Omaha, March 24.—Hogs higher, at \$8.90@9.50.

Buffalo, March 24.—Hogs higher; on sale, 4,000, at \$10.25@10.35.

St. Joseph, March 24.—Hogs strong, at \$9.10@9.65.

Sioux City, March 24.—Hogs strong, at \$9@9.45.

Louisville, March 24.—Hogs steady, at \$8.55@9.55.

St. Louis, March 24.—Hogs higher, at \$9.60@9.95.

Indianapolis, March 24.—Hogs higher, at \$9.80@9.90.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 18, 1916, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	6,793	31,300	13,236
Swift & Co.	5,484	14,100	13,150
Morris & Co.	4,828	9,000	7,174
S. & S. Co.	4,029	11,500	7,633
Anglo-Amer. Provision Co.	556	8,000	...
Hammond Packing Co.	2,075	8,000	...
Libby, McNeill & Libby	1,175	...	...
Western Packing & Provision Co., 15,000 hogs;			
Boyd, Lunham & Co., 7,400 hogs; Roberts & Oake,			
5,400 hogs; Miller & Hart, 4,000 hogs; Independent			
Packing Co., 11,300 hogs; Brennan Packing Co., 7,400			
hogs; others, 10,200 hogs.			

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	3,601	7,905	3,269
Fowler Packing Co.	670	...	1,525
S. & S. Co.	3,700	7,400	4,517
Swift & Co.	4,931	7,420	5,267
Cudahy Packing Co.	3,069	2,518	3,885
Morris & Co.	4,131	7,686	5,204
John Morrell & Co.	60	253	...
M. Rice	8	3,275	...
Others	226	602	55
United Dressed Beef Co., 389 cattle; Stephenson &			
Graybill, 2,390 hogs; Independent Packing Co., 269			
cattle; S. Kraus, 83 cattle; Blount, 1,561 hogs; J.			
Stern & Son, 82 cattle; Wolf Packing Co., 136 cattle;			
Schwartz, Bolen & Co., 4,457 hogs; Heil Packing Co.,			
525 hogs; New York Butchers, 34 cattle; I. Meyer,			
508 cattle.			

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,898	10,651	2,637
Swift & Co.	5,568	15,186	8,436
Cudahy Packing Co.	4,812	16,043	7,155
Armour & Co.	5,206	18,547	11,020
Swartz & Co.	...	4,811	...
J. W. Murphy	...	16,655	...
Lincoln Packing Co., 96 cattle; Bay State Packing			
Co., 49 hogs; John Morrell & Co., 14 cattle; South			
Omaha Packing Co., 44 cattle.			

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,954	6,893	2,074
Swift & Co.	3,069	4,987	987
Armour & Co.	3,104	5,888	1,719
East Side Packing Co.	227	804	...
St. Louis Dressed Beef Co.	307	...	...
Independent Packing Co.	398	...	...
J. H. Belz Provision Co.	...	586	...
Sartorius Provision Co.	...	319	...
Krey Packing Co.	4	320	...
Carondelet Packing Co.	5	223	58
Others	791	27,143	1,043

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 18, 1916:

CATTLE.			
Chicago	32,186		
Kansas City	20,333		
Omaha	17,264		
St. Joseph	5,810		
Cudahy	523		
Sioux City	3,075		
New York and Jersey City	7,950		
Fort Worth	4,499		
Philadelphia	3,048		
Pittsburgh	650		
Oklahoma City	2,189		

HOGS.			
Chicago	143,783		
Kansas City	37,088		
Omaha	61,961		
St. Joseph	34,288		
Cudahy	3,398		
Sioux City	14,063		
Ottumwa	5,800		
Cedar Rapids	11,704		
New York and Jersey City	28,802		
Fort Worth	37,442		
Philadelphia	6,587		
Pittsburgh	3,892		
Oklahoma City	20,437		

SHEEP.			
Chicago	47,474		
Kansas City	21,769		
Omaha	28,792		
St. Joseph	16,733		
Cudahy	122		
Sioux City	1,889		
New York and Jersey City	19,113		
Fort Worth	3,991		
Philadelphia	7,922		
Pittsburgh	800		
Oklahoma City	1		

RECEIPTS AT CENTERS

SATURDAY, MARCH 18, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	100	10,000	500
Kansas City	500	1,000	...
Omaha	200	9,000	...
St. Louis	200	2,500	...
St. Joseph	100	2,000	...
Sioux City	500	5,000	...
St. Paul	150	2,000	...
Oklahoma City	400	1,200	...
Fort Worth	200	1,000	...
Milwaukee	...	100	...
Denver	500	600	...
Louisville	100	1,800	50
Detroit	...	310	...
Cudahy	...	200	...
Wichita	...	900	...
Indianapolis	250	4,000	50
Pittsburgh	200	2,000	500
Cincinnati	...	800	200
Buffalo	50	3,000	1,600
Cleveland	120	1,000	1,200
Toronto, Canada	92	850	...
New York	311	2,062	1,347

MONDAY, MARCH 20, 1916.

Chicago	17,000	53,000	14,000
Kansas City	10,600	12,000	10,700
Omaha	5,000	8,000	6,000
St. Louis	2,200	12,000	1,900
St. Joseph	2,500	6,000	2,000
Sioux City	4,500	4,000	...
St. Paul	5,000	22,000	500
Oklahoma City	800	2,200	...
Fort Worth	3,000	4,000	1,700
Milwaukee	50	508	...
Denver	1,400	2,100	...
Louisville	1,200	4,800	150
Detroit	...	250	...
Cudahy	...	400	...
Wichita	...	583	...
Indianapolis	500	4,000	50
Pittsburgh	2,000	6,000	2,500
Cincinnati	200	3,811	100
Buffalo	3,300	1,600	10,000
Cleveland	2,200	5,000	4,000
New York	2,650	2,671	6,433

TUESDAY, MARCH 21, 1916.

Chicago	3,000	16,000	13,000
Kansas City	9,500	15,000	7,000
Omaha	6,000	15,000	8,600
St. Louis	3,200	10,000	1,500
St. Joseph	2,800	7,000	4,000
Sioux City	2,500	9,000	1,000
St. Paul	2,800	10,500	200
Oklahoma City	900	3,200	800
Fort Worth	1,500	2,000	...
Milwaukee	700	1,703	100
Denver	500	4,300	1,300
Louisville	200	1,600	50
Detroit	...	500	...
Cudahy	...	2,500	...
Wichita	...	6,110	...
Indianapolis	500	5,000	...
Pittsburgh	...	3,000	800
Cincinnati	300	1,957	100
Buffalo	200	5,000	1,400
Cleveland	120	1,000	1,200
New York	716	3,309	2,240
Toronto, Canada	796	883	18

WEDNESDAY, MARCH 22, 1916.

Chicago	13,000	32,000	14,000
Kansas City	4,000	11,000	4,500
Omaha	5,800	15,000	5,800
St. Louis	4,400	10,500	2,700
St. Joseph	2,200	4,000	1,200
Sioux City	2,100	8,000	900
St. Paul	1,700	6,000	900
Oklahoma City	1,100	3,800	...
Fort Worth	3,500	1,200	1,500
Milwaukee	50	6,462	150
Denver	700	1,700	1,200
Louisville	...	2,500	...
Detroit	...	500	...
Cudahy	...	3,356	...
Wichita	...	5,000	...
Indianapolis	1,100	2,500	1,000
Pittsburgh	...	3,480	100
Cincinnati	500	3,200	3,000
Buffalo	150	1,000	1,200
Cleveland	120	7,530	3,067
New York	1,670	1,982	32
Toronto, Canada	681	1,982	...

THURSDAY, MARCH 23, 1916.

Chicago	2,000	24,000	16,000
Kansas City	1,500	6,000	3,000
Omaha	5,300	14,000	13,000
St. Louis	1,700	8,000	2,200
St. Joseph	2,000	10,000	3,000
Sioux City	2,000	9,000	...
St. Paul	...	5,000	...
Oklahoma City	250	1,900	...
Fort Worth	2,500	3,000	...
Milwaukee	...	1,054	...
Louisville	...	3,000	...
Detroit	...	2,100	...
Cudahy	...	2,000	...
Wichita	...	5,000	...
Indianapolis	500	3,220	100
Cincinnati	50	2,000	1,600
Buffalo	...	1,000	...
Cleveland	1,150	2,000	1,970
New York	...	...	...

FRIDAY, MARCH 24, 1916.

Chicago	1,500	20,000	5,000
Kansas City	500	3,500	500
Omaha	1,600	8,400	5,500
St. Louis	6,000	5,000	2,300
St. Joseph	200	4,500	...
Sioux City	1,200	7,500	...
Fort Worth	1,000	1,800	200
St. Paul	600	5,000	1,500
Oklahoma City	400	2,500	...

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The hide markets are reviving despite the poor condition of March hides. Tanners are on the alert for lower prices.

Chicago.

PACKER HIDES.—Native hides received the most attention this week, which is natural, seeing that stocks and slaughter consist mainly of these selections. Prices were gradually easier. Native steers brought 23¼c. for November kill. About two cars moved at this rate. November kill sold at 23c. for 3,000 hides and later 6,000 Decembers moved at 22½c. About 3,000 November extreme light native steers sold at 22¼c., and 3,000 December hides brought 22c. Texas steers sold at the former rate of 20¼c. for 3,000 February and March slaughter. More offered at this rate. Unsold stocks, though, are moderate. Underweight Texas steers are held at 21¼c., the last rate accepted. Butt branded steers did not sell. The last sales were effected at 20c. for February take-off. March goods quoted at that figure asked. Unsold stocks are moderate. Colorado steers sold at 19¼c. for a thousand February hides. This is the last sale figure. Nominal market on March goods is considered at 19¼c. Branded cows were not traded in. Nominal market is considered at the last rate of 21¼c., the same as underweight Texas steers. Heavy native cows sold at 21¼c. in two lots of 3,000 each and December take-off. February-March hides quoted at 21½c. asked and buyers ideas are at 21c. Light native cows quoted quiet this week at 21½c. asked. Nominal market considered at 21c. for business. There are still some early light cows around for which 22c. is asked. Native bulls are also quiet and quoted nominally at 18¼c. last paid. Killers talk 18¼c. generally. Branded bulls were slow. Some inquiries were received, but no business was reported. Nominal market considered at 16@16½c. as to seller and salting.

Later.—Packer hides are more active following concessions granted by killers. Lot of 5,000 February-March natives brought 21¼c. Bids of 22c. for January natives were declined, but buyers are sure price will be accepted shortly. There are rumors of a movement of native cows at 21c. for winter stock. One car of November heavy and light cows brought 22c. A car of December heavy cows brought 21¼c. Lot of 3,500 February Colorados sold at 19¼c.

COUNTRY HIDES.—Movement of country hides in the period under review was rather limited. There are practically only two buyers in the market for these hides, and their wants have ceased to be urgent, with this week's advent. Smaller buyers evidently have plenty of domestic or foreign raw stock for their purposes as they evince no interest in offerings. Heavy steers were not reported sold in this market. Plenty are held awaiting buyers and the quality of same is good, as collections extend back over a rather long period. Efforts to interest tanners at 18c. have failed. As high as 19c. is asked on some assortments running back in collection. Heavy cows were not sold here. Three cars of back salting stock moved from a nearby freight point at 18c. f. o. b. Current cows are generally included with the buffs, as

dealers insist upon this in order to keep their stocks of cows as low as possible. A car of local 45 lb. up hides sold at 18c. for stock containing 60 per cent. fall collection. Minneapolis reported movement of a car of 45 lb. up hides at 17¼c. delivered, and also of a car of back salting at 18c. delivered. A car of Ohio 45 lb. up hides brought 18c. f. o. b. Nominal market of current heavy cows quoted at 17¼c. asked and bids at 17c. declined. Later.—Dealers are bidding 17¼c. for heavy cows and getting nothing. Buffs were not sold alone, but moved with heavy cows. A car of Chicago stock sold at 18c. containing 60 per cent. fall hides in weights 45 lb. and up. A car of Minneapolis hides brought 17¼c. in current receipts and 18c. was paid there for a car of earlier goods. A car of Ohio similar hides moved at 18c. f. o. b., and a car of Ohio 25 lb. up hides brought 18c. f. o. b. Local buffs of current receipt are quoted at 17¼c. nominal for business. Most dealers demand 18c., and recent bids at 17¼c. have been declined. No seconds were moved alone. These are quoted at 16½@16¾c. for business. The situation in the country sections is steady at 17¼@17¾c. delivered, basis for all weights of seasonable hides. Later.—Bids at 17¼c. registered for current buffs. Some dealers now demanding 18¼c. for good buffs, 75 per cent. firsts or better. Extremes are quiet locally due to scarcity. Good hides would still be taken at 20c., and one dealer refused that rate for some Ohio collections. Current Western extremes are quoted at 19¼c. for business, but no business has been put through on this basis. Most sellers demand 20c. firmly. Branded hides are quiet and waiting. Nominal market is considered at 16@16½c. flat basis for country cows. Country packer branded hides range at 18@19¼c., Chicago basis as to qualities. Business lately in branded hides has been slow, there being only one buyer in the market and his ideas were generally below sellers' views. Bulls were not moved this week. Unsold stocks are moderate. Last sales were for special selections. Nominal market for current bulls is considered at 15¼c. Buyers do not seem to want bulls. Country packer bulls are quoted at 17@18c. nominal. Kip-skins were not reported moved. Present quality is rather poor, and tanners are not anxious buyers. Last sales of country descriptions were at 20¾c. Dealers are inclined to talk 21¼c. now. City skins are held at 22@23c.; packers sold at 23½c. in connection with calfskins at 28c. Offerings of packer skins now available at 24@25c., as to seller.

Later.—Market firm. Dealers are bullish. Rumored several cars heavy cows brought 17¼c., buffs 18c., extremes 19c. for current quality. Bids at these rates are reported. Sellers talk 18c. for heavy cows, half buffs, 20@20½c. for extremes. One car of Minneapolis heavy hides brought 18c.

CALFSKINS were moderately active and very strong in tone. A car of Chicago collection of country calfskins sold at 26¼c., an advance of ¾c. Dealers are now talking 26½@27c., owing to the strength displayed in city and packer skins. First salted local city calfskins are wanted at 27¼c., and collectors are asked 28½c. Last known trades were at 27c. Country calfskins are quiet

and nominally quoted at 25½@26c. Packer calfskins sold at private terms. One killer moved his March production of about two cars of skins at better than 29c., but the exact details cannot be learned. Late last week one car of January, February, March calfskins sold at 28c. Bids this week for March calfskins at 29@29½c. have been declined. Killers demand 30c. firmly. Deacons are quiet at \$1.55@1.80, and light calf at \$1.75@2 last paid. Inside bid and refused for country collection. Sales of packer regular slunks were effected this week at \$1.25 @1.40. Unsold lots of March skins are held at \$1.50 firmly.

Later.—Calfskins active. A car of March packer calfskins brought 30c. Bids of 27¼c. refused for city calfskins, asking 28¼c.

HORSE HIDES were quiet as far as movement was concerned. Mid-western tanners talk \$5.50@5.60 for country collections, and nothing is offered at under \$5.75. City hides quoted at \$6@6.25. Outside price paid for local city hides on contract for the entire year. Unsold stocks are moderate. Seconds are quoted at the usual \$1 reduction, with ponies and glues out at \$2.50@3 and coltskins at \$1@1.50.

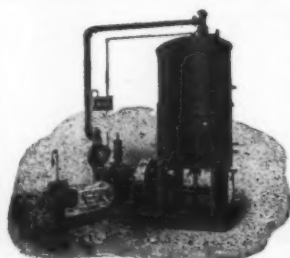
HOGSKINS continue to move out about as fast as available at 60@70c. for the regular country collection, with the rejected pigs and glues out at half price. No. 1 pigskin strips are quiet at 10@10½c. asked; No. 2's at 9@9½c., and No. 3 skins are quoted at 5@5½c. asked. No movement lately. Production is not great, as fat backs are moving well and lard production is falling off.

SHEEP PELTS.—Pullers are not very much interested in sheepskins at present. Current kill of packer sheep and lambskins is quoted at \$2.35@2.50 for business. Sellers talk up to \$2.60. Country skins are quiet at \$1.25@2.25 nominal for business as to descriptions of current uniform lots. Dry western pelts are quiet and quoted at 21@22½c. nominal. Outside talked for the best Montana skins.

Cincinnati.

The hide receipts from the country are falling off to some extent in the Cincinnati market, owing to light kill and the Lenten season. Packers complain that the cattle market is high compared with meat prices and that there is a loss in killing. The market is quieter than last week, as tanners are loath to take hold of February and March take-off which are the undesirable hides of the year. Heavy hides still quiet, owing to light demand for harness leather, but more inquiries are developing from sole and belting tanners. The market is awaiting developments, there being occasional differences of ¼ to ½c. in valuation. Dealers are reluctant to make concessions, as their stocks are not burdensome. Lots that date back to fall hides are quoted from 18½@19c., according to quality. Extreme light hides are still favored, with good lots not quotable under 19½c. The market for heavy cows is quiet because of conditions in harness leather. Heavy cows reported worth 18c. outside. Greatest trading is in buff weights. Buffs are closely sold up and are valued at 18c. for good stock, with usual reduction for seconds. Bulls are steady at 15½c. and 16c., with 16½c. asked for some good lots. Calfskins rule strong around 26½@27c., with good call and

(Continued on page 42.)



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PHILADELPHIA

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from The National Livestock Commission Co.)

Union Stock Yards, Chicago, March 22.

Prime beefs have crossed the "ten-cent" line, extreme top on Wednesday being \$10.05 for one load of prime Kansas cattle, with other prime beefs at 10c., quite a few choice steers from \$9.50@9.75, bulk of the good to choice grades from \$9@9.50, medium to good kinds from \$8.50@9 with fair to medium from \$8@8.50. Monday's market ruled steady on cattle selling from \$8.75 up, while under that it was a slow market with prices weak to 10c. lower, the run of 17,211 cattle being fully up to requirements of the trade. Tuesday's market ruled slow, but about steady, at Monday's prices on a run of 3,643 cattle and on Wednesday we had a light run of only 13,000 and as a consequence it was a "run-away" market, prices being 10 to 15 and, in extreme cases, 25c. higher than Monday's "low spot." The receipts for the first three days of the week will total approximately 33,800, as compared with 34,382 for the same period a week ago. It is rather improbable that there will be any big, permanent upturn in prices until after the Lenten period, and then we look for a steadily advancing market.

True to our predictions of a temporary "sinking spell" in the trade because of the lessened demand for beef during the Lenten period, the market on butcher-stuff eased off quite a little bit during the closing days of last week, only, however, to be followed by a reaction, Monday's trade of this week ruling steady to strong on the better grades and about steady, although rather slow on canners and dairy cows, and also on bulls. But since Monday the receipts have been very moderate and the market has been active and strong and is closing higher than the first of the week.

Evidence that the country has the situation well in hand is found in the fact that receipts for the first three days this week show a decrease of 10,000 hogs, as compared with the same period a week ago, at which time the elevation of top hogs to \$10.10 should have proved a magnet of immense drawing power. The market has reacted from the low point, Wednesday's trade ruling 5@10c. higher, with the bulk of the hogs selling \$9.55@9.70, top \$9.75.

In a general way values have changed but little in sheep and lambs since the opening of the week. Some of the choice heavy-weight lambs have moved up a notch or two, making a new top for the year, while some of the heavier weights, which are labeled as the undesirable, seem to meet with less favor from day to day. It takes a most faithful effort on the part of salesmen to interest buyers in the heavyweights even at the low prices they are bringing. This is, however, no unusual condition at this season, as it has been many a year since the heavyweight lamb met with anything like strong favor. Receipts contain almost no natives, and but a very small portion of supplies are coming from local feed yards. Western central Nebraska is contributing a few cars daily, but the bulk of shipments originate in Colorado. Wednesday's receipts were estimated at 16,000 and up to 11:30 prospects indicated about a steady range as compared with the day before. We quote: Good to choice light to medium weight lambs, \$11.35 @11.70; poor to medium and heavyweights, \$10.25@11; culls, \$8.50@9.50; good to choice light yearlings, \$10.35@10.75; poor to medium and heavy yearlings, \$9.50@10; fat wethers, \$8.65@9.25; good to choice ewes, \$8.40@8.85; poor to medium, \$7.75@8.25; culls, \$5.50@6.50; choice light to medium weight clipped lambs, \$9.50@9.75; poor to medium and heavy clippers, \$8.50@9; clipped yearlings, light to medium weight, \$8.25@8.75; heavy yearlings, \$7.75@8.25; clipped wethers, \$7.25 @7.75; clipped ewes, \$7@7.40.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., March 22.

We received 14,400 cattle for the week ending today with 1,200 on the southern side. This is a slight decrease in receipts compared with the previous week and, of course, considerable below normal. The quality of the offerings for the week have been medium to good. Several loads of good steers were on the market today, one load averaging 1,165 went to the packers at \$9.50 and several loads sold up to \$9.25. Two loads of Kansas steers on the market Tuesday brought \$9.25. This speaks well for Kansas steers. Butcher cattle show a strong and higher tendency. Choice to prime heifers are quoted from \$9.25 @10.10; medium to good kind range from \$7.10@8.10; mixed steers and heifers topped the market this week by bringing \$9.35. Fancy cows are quoted up to \$8.50 with medium to good ranging from \$6@8.25. Stockers and feeders, all grades, range from \$5.50@8.

We received this week 52,000 hogs, only a moderate run. The quality of the offerings is fair; while we are receiving a few good hogs the bulk of the receipts are made up of the kinds weighing 200 lbs. or under. The market has declined about 10c. from the opening week, with the following quotations obtaining at the close: Mixed and butchers, \$9.50@9.77½; good heavy, \$9.70@9.80; rough, \$8.80@9; lights, \$9.45@9.65; pigs, \$7@8.60; bulk, \$9.55@9.75.

The sheep and lamb market has been strong and active for the week. We have received 8,100 head for the week ending today. On Tuesday lambs from Colorado averaging 83 lbs. brought \$11.65. This is the highest price ever paid for fed lambs from Colorado at this market. The quality of the offerings has been choice, but not what could be called prime. Several sales of Colorado lambs averaging from 82 to 83 lbs. were made on Wednesday at \$11.60. The general quotation on lambs ranges from \$11.30 to the top. Ewes range from \$7@8.50, with yearling wethers from \$8@10.40.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, March 21.

Cattle receipts of 9,500 head sold slowly today, and a good many steer sales were 10@15c. lower, particularly heavy steers. Three cars of choice Kansas steers sold at the top price, \$9.50, and there were a few sales at \$9.15@9.35, but most of the fair to good native steers brought \$8.25@8.90. The supply yesterday was 11,000 head, and it contained a good run of well-finished Colorado steers, weighing from 1,150@1,350 lbs., and selling from \$8.10@9.10, most of these steers at \$8.50@8.90. Two trains of highly finished Idaho steers, fed a ration of pulp, barley and molasses, have been here this week and sold at \$8.25@8.80. More of these cattle will be here later this week, and reports indicate that a large number will move to market from that section in the near future, bulk of them coming to Kansas City. A train of nine cars of Montana hay fed steers arrived today, weighing 1,000@1,200 lbs., and the price ranged from \$7.85@8.10. Texas contributed some high class yearlings to killers at \$8.60. Cows and butcher grades are weak to 10c. lower today, fancy heavy cows up to \$8, most of the cows \$5.75@7.25, bulls \$6@7, a few both sides of this range; heifers largely \$7.25@8.50. Stockers and feeders are 15@25c. lower than a week ago, some good fleshy feeders selling around \$8.25; stock steers, \$7@8.25. Shipments to country points last week were 14,700 head, 3,000 more than in previous week and 1,000 more than same week last year. Killers claim the meat in their coolers cost more than they can get for it, and they

are making a fight for lower prices on the hoof.

Hogs sold about steady today, top \$9.50, same as top paid yesterday; bulk of sales \$8.15@8.50. Light hogs stopped at \$8.40 today, against \$8.45 yesterday. Receipts today were 15,000 head, 3,000 more than same day last week. Order buyers are filling large orders here, and bought their hogs today at \$9.15@9.50. Packers paid prices in line with these, although the order buyers secured the cream of the crop by the simple process of getting out early and hustling. Prices are 25c. lower than a week ago, and the market weakened at the close today. Quality of hogs arriving at Kansas City is high class, because of plenty of good feed in this section raised last year. This condition here stimulates order buying for shipment to Eastern killers on the hoof from this market.

Sheep and lamb arrivals were 7,300 head; market strong to 10c. higher. The good lambs sold at \$11.20@11.45, highest range yet reached; ewes today, \$7.65@8, not quite the full strength of the market. Local receipts are holding up pretty well, in view of the belief that the supply available for market is fast waning. Feeding lambs sold at \$10.25@10.45 today.

OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., March 21.

Cattle receipts were rather liberal again last week, 30,500 head, and it is certain that the month's receipts will be the heaviest on record for any March. Naturally values softened more or less and although the market has been active and strong this week, the bulk of the fat cattle are still selling around 10@15c. under the high tone of the year about ten days ago. Best cattle here this week brought \$9.40, and the bulk of the fair to good beefs averaging 1,050@1,350 lbs. sell at \$8.50@8.90, the common to fair warmed up and short fed grades going at \$7.75@8.40 and on down. Feeder buyers are still taking a good share of the short fed cattle and paying more for them than the packers are willing to pay. Cows and heifers have also regained part of the ground lost last week and demand for the she stock is broadening. Range of prices is rather wide, from \$4.50@8.25 for poor to prime stock, but the bulk of the fair to good butcher stuff is going at a spread of \$6@7, and in keen demand at that. Veal calves are somewhat stronger, best vealers selling at \$10.25, and there is a good outlet for bulls, stags, etc., at firm figures, \$5.50@7.50.

The run of hogs is letting up very perceptibly, although there was a big supply here last week, 82,500 head. Prices have weakened off more or less, but the decline seems to be in the nature of a natural reaction and both packers and shippers are still keen after them and clean up the liberal supplies right along; all classes of buyers, as usual, of late showing a marked preference for the heavy and butcher hogs. Today, with 16,500 hogs here, the market was about steady. Tops brought \$9.35, as against \$9.55 last Tuesday, and the bulk of the trading was around \$9.15@9.30, as against \$9.25@9.50 one week ago.

Supplies of sheep and lambs have been comparatively small and prices have gone to new high levels. Fat lambs at \$11.50 make a new high record for the season. Demand is vigorous from both packers and feeder buyers and trade active right along. Fat lambs are selling at \$10.75@11.50; yearlings, \$8.50@10; wethers, \$8@8.65, and ewes, \$7.25@8.40.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO MARCH 20, 1916.

	Beefers.	Calves.	Sheep and lambs.	Hogs.
New York	1,540	3,451	1,890	6,917
Jersey City	4,034	4,833	7,892	21,885
Central Union	2,406	625	9,351	—
Totals	7,950	8,959	19,113	28,802
Totals last week	7,649	6,383	17,640	23,978

ICE AND REFRIGERATION

NEW CORPORATIONS.

Portland, Me.—The Fairmont Creamery Company of Maine has been incorporated with a capital stock of \$50,000.

Wildwood, N. J.—Taylor Brothers Fish Co., catching of fish, manufacture of ice, etc., has been incorporated with a capital stock of \$100,000.

Wildwood, N. J.—The Holly Beach Fish Co., catching of fish, manufacture of ice, etc., has been incorporated with a capital stock of \$100,000.

Raleigh, N. C.—Geo. L. White, Geo. D. Fleming and M. R. White are the incorporators of the White Ice Cream Company. Capital stock, \$50,000.

Laurel, Miss.—Fair Oaks Dairy Farm has been incorporated with a capital stock of \$10,000. The incorporators are: A. F. Church, H. R. McCullough and C. M. Lee.

Cedar Rapids, Iowa.—The Cedar Rapids Cold Storage Company has been incorporated with a capital stock of \$10,000 with Wm. Tehel as president and Joseph Jacobi, secretary.

Boone, Iowa.—The Rocho Brothers Company, to manufacture artificial ice, has been incorporated with a capital stock of \$60,000 with Albert Rocho as president and Louise Rocho, secretary.

Petersburg, Va.—The Southern Dairy has been incorporated with a capital stock of \$15,000, with Geo. D. Jones of Petersburg as president and B. E. Boswell of Burkeville, Va., secretary and treasurer.

Buffalo, N. Y.—The Rice Ice Cream Company, Inc., to manufacture ice cream products, etc., has been incorporated with capital stock of \$100,000. The incorporators are: P. J. Rich, E. M. Rich, 58 Norway Park, and A. F. Chapin, 83 Putnam street, Buffalo, N. Y.

ICE NOTES.

Vincennes, Ind.—The Citizens' Ice and Cold Storage Company has been dissolved.

Tyler, Texas.—The barn and contents of the Tyler Ice Company has been destroyed by fire.

Quanah, Tex.—A cold storage plant will be installed by the Berman Produce Company.

City Point, Va.—The daily capacity of the Purity Ice Company will be increased from 15 to 30 tons.

Yellville, Ark.—An ice plant, to be operated in connection with the light plant of Stephenson & Kessler, will be installed.

Earle, Ark.—The new ice plant, with a daily capacity of 15 tons, of the Earle Light, Water & Ice Company, has been completed.

Navasota, Tex.—An ice and cold storage plant to cost \$10,000 will be erected by the Navasota Ice, Light, Power & Water Company.

Richmond, Va.—Contract for the erection of an annex 21 x 145 ft., of ordinary construction, has been let by Tyler & Tyler, Linden and Cary streets.

Oklahoma City, Okla.—A 55 x 140 ft. fire-proof building, to have a daily capacity of 35 tons ice, will be erected by the Oklahoma City Ice & Cold Storage Company.

Gadsden, Ala.—An ice cream factory will be established at 510 Chestnut street, by the Gadsden Ice Cream Company, organized by E. J. Marshall and Howard Smith.

Paducah, Ky.—The Paducah Butter Company, Tenth and Broadway, has been organized with Gus. T. Smith as president; O. S. Wurth, vice-president, C. N. Craig, secretary, and L. Koelling, manager.

Durant, Okla.—The Durant Ice & Light Company has been purchased by William A. Baehr, of Chicago, and his associates. The officers of the new company are: Wm. Baehr,

president; D. S. McDonald, vice-president; A. H. Brown, treasurer; W. J. O'Brien, secretary.

Roxboro, N. C.—The Roxboro Light & Power Co. contemplates changing ice plant from steam to electric drive. The installation of two 20-kva. transformers; four motors of 20, 5, 3 and 1/4 h. p.; 50 gallon and 29 gallon per minute triplex pumps, is contemplated.

Oklahoma City, Okla.—The Oursler Bros. Creamery, recently incorporated with a capital stock of \$5,000, has been organized with A. C. Oursler as president and treasurer; C. M. Oursler, vice-president and secretary. Refrigerating and pasteurizing machinery will be installed.

LIMITING COLD STORAGE AN ERROR.

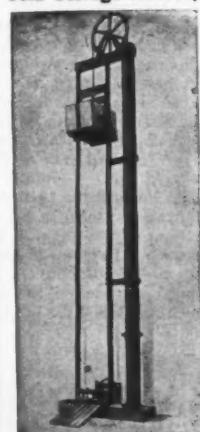
The idea of legislation against cold storage seems to have become a habit of mind with many people—a habit that cannot be said, by any stretch of imagination, to be a good one. For, as stated in the American Journal of Public Health, "both in this country and in Canada, production has been overtaken by consumption of food while year by year sees, through the use of cold in the preservation of limited food supplies, the only known means of preventing for the moment an actual scarcity and famine prices."

Also, after enumerating the agencies that might make production adequate, this authority adds, "Until this is done the very existence of the people of these two great agricultural countries is forcing the science of refrigeration forward by leaps and bounds as the one remaining immediate means of maintaining something like an adequate supply of food, though it be in some articles almost at famine prices, for the hundred million mouths requiring to be fed on the North American continent."

If cold storage is bad for the public, why not obliterate it altogether? If it is good, why not foster it and improve it instead of fighting it and throwing as many obstacles in

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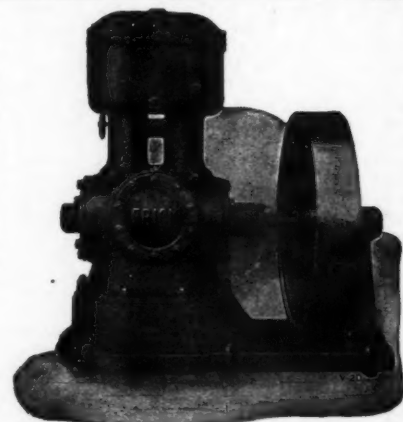
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MEMPHIS: Patterson Transfer Co.
MEXICO D. F.: Ernst O. Heinsdorf.
MILWAUKEE: Charles L. Klewert Company.
NEWARK: American Oil & Snp. Co.
NEW ORLEANS: Chas. F. Rants.

NEW YORK: Roessler & Hasselacher Chemical Co.; Shipley Construction & Supply Co.
NORFOLK: Nottingham & Wrenn Co.
OKLAHOMA CITY: O. K. Transfer & Stor. Co.
PHILADELPHIA: Henry Bower Chem. Mfg. Co.
PITTSBURGH: Penna. Transfer Co.
PORTLAND, ORE.: Northwestern Transfer Co.
PROVIDENCE: Rhode Island Whse. Co., Edwin Knowles.
RIO DE JANEIRO: F. H. Walter & Co.
ROCHESTER: Shipley Construction & Supply Co.; Rochester Carting Co.
SALT LAKE CITY: Utah Soap Co.
ST. LOUIS: Pilsbry-Becker Eng. & Supply Co.
ST. PAUL: Fidelity Storage & Transfer Co.; H. B. Whitacre & Co.
SAN ANTONIO: Oriental Oil Co.
SAN FRANCISCO: York-California Construction Co.
SAVANNAH: Benton Transfer Co.
SPOKANE: Spokane Transfer & Storage Co.
SEATTLE: York Construction & Supply Co.
TOLEDO: Moreton Truck & Storage Co.
WASHINGTON—Littlefield, Alvord & Co.

its way as possible? If it is acknowledged, as it is by most people who have given the matter careful study, that cold storage is a necessary adjunct to modern systems of conserving and distributing the food supply and that it is of the utmost importance in providing the largest and cheapest possible supply of perishable food stuffs, then why in the name of sense do not our legislators, if regulation of cold storage is thought necessary, consult cold storage experts in drafting provisions of a bill to regulate commercial practices?

They might then hope to obtain a bill that would do good instead of harm and that would meet the requirements of the present day instead of drafting bills that force needless cost upon the industry, compelling it to repeatedly present costly legal and documentary evidence in support of the tremendous value and need of modern cold storage in order to defeat the passage of ruinously burdensome bills.

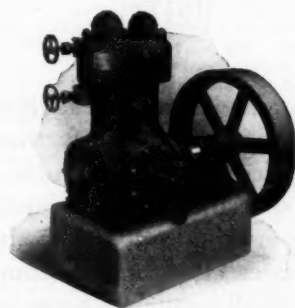
There is almost universal opposition to the introduction or consideration of such cold storage bills as that introduced by Representative Cary in Congress. Officers of the American Association of Refrigeration have questioned members of the committee in Congress to whom this bill was referred and were assured that there is no likelihood of its being considered in the near future, as other and more pressing matters before the committee will take all their time for some months to come. Moreover, it did not appear that they favored the bill.

It is true, however, that prejudice and partial knowledge of the facts leads thousands of the best intentioned people to advocate severe restrictions upon the storage of perishable food stuffs under refrigeration who have no objection whatever to storing any kind of food for any length of time in ordinary storage. That fact alone should be sufficient to prove the absurdity of their position.

We have today a very much more complex social organization than that which obtained twenty or thirty years ago, and those who desire to maintain social and commercial conditions as they were at that time are much like the men who a century or so ago were so cock sure that wood floats and iron sinks that they ridiculed the idea of iron ships, passed rules to prohibit the building of iron vessels and placed prohibitive taxes and other obstructions in the way of their general use. They failed to see that while their idea that iron sinks is true, it is not all the truth, for they failed to realize the effect of the meaning of the law of displacement.

And so likewise the modern mind that sees prices advance with the advent of cold storage, imagines that prices will fall if they make cold storage more difficult and more costly. They fail to realize the law of relative supply and demand or that the source of supply and center of demand are constantly being more widely separated and that more complicated machinery for distribution must be provided. A little knowledge still is a dangerous thing because it breeds prejudice and leads to false conclusions.—Ice and Refrigeration.

WATCH PAGE 48 FOR BARGAINS



THE BUTCHER'S PREPAREDNESS

To be successful, in these days of keen competition, you must be prepared to meet the demands of the Trade.

Your Refrigerator must be held at the Proper Temperature, and dry, to enable you to supply your Customers with the best—with the least amount of waste.

MECHANICAL REFRIGERATION

is the best known means for preserving meats. As the weather grows warmer, you will feel your need of a Refrigerating Plant more and more.

Hundreds of Meat Markets everywhere will profit this summer by the use of York Refrigerating Equipment—if you would be so prepared, make the start by writing us for information and prices.

YORK MANUFACTURING CO.

(Ice-Making and Refrigerating Machinery exclusively)

YORK, PA.

DOORS



For Cold Storage and Freezers

Have you ever examined our

JONES or NO EQUAL

types of Doors, and noted the heavy material used in construction, or how the massive Jones Automatic Fastener and Jones Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 68-page illustrated catalog upon request.

JAMISON COLD STORAGE DOOR CO.

Formerly

JONES COLD STORE DOOR CO.
Hagerstown, Maryland, U.S.A.

WHITE TRUCKS PREDOMINATE *in this Country* TWO to ONE



THE truck users of this country purchase each year twice as many White Trucks as trucks of any other make, and further recognize their superiority by paying a higher purchase price for White Trucks. This predominance is not confined to a few localities or special lines of business. It is nation wide, among all classes of users, ranging from retail butchers to the great packers, from small municipalities to the United States Government, from local oil distributors to the chief refining companies, from small retail merchants to the big department stores. A significant feature of White Truck distribution is the high percentage of multiple and repeat purchases by concerns whose transportation experts know exactly what a given truck is worth.

STABILITY OF SERVICE AND PERMANENCE OF ORGANIZATION

Large output warrants a degree of service to White owners which no lesser distribution can support. It insures also a stability and permanence of organization on which owners can confidently rely as no inconsiderable asset in these days of elimination and consolidation in the motor industry. The purchase of a White Truck is an investment with high net earning power behind it and with *permanence*, both of truck value and of White Company service.

Some of the Larger Users, Owning 15 or more White Trucks

B. Altman & Company 67	B. F. Goodrich Company 19	The Rosenbaum Company 34
Armour & Company 102	Gulf Refining Company 192	Schulze Baking Company 22
Associated Bell Telephone Co's . 111	Joseph Horne Company 42	W. & J. Sloane 19
Atlantic Ice & Coal Corporation . 20	Kaufmann Brothers 44	Southern Express Company . . . 17
Atlantic Refining Company 91	Kaufmann & Baer Company . . . 48	Standard Oil Co. of California . 25
City of Baltimore 15	Los Angeles Brewing Company . . 15	Standard Oil Co. of Indiana . . 132
Boggs & Buhl, Inc. 25	Mandel Brothers 17	Standard Oil Co. of New York . . 133
City of Boston 25	The May Company 15	Standard Oil Co. of Ohio 19
City of Cleveland 19	National Casket Company 15	Stern Brothers 19
Cleveland-Akron Bag Company . . 19	New York Board of Fire Under- writers 18	Supreme Baking Company 24
Coca Cola Bottling Companies . . 43	Oppenheim, Collins & Company . 25	Swift & Company 15
The T. Eaton Company, Ltd. . . 18	Frank Parmelee Company 18	Union Oil Company of California 25
Gimbel Brothers 58	City of Pittsburgh 15	United States Government Post Office Department 109
Glacier Park Transportation Co. . 20		Ward Baking Company 30

The Above 41 Owners Operate a Total of 1739 White Trucks

The WHITE COMPANY
Cleveland

ONLY GRAND PRIZE awarded to Motor Trucks, Panama-Pacific International Exposition, San Francisco

FOR PURCHASING DEPARTMENTS

NEW "BOSS" DEHAIRING MACHINES.

The Cincinnati Butchers' Supply Company, in referring to their combination hog scrapers and polishers, which are being so generally used by packers, state that they are the first to use and patent steel hog scrapers with belt polishers. During the packers' convention at Chicago on October 7-9, 1909, they distributed circulars illustrating and describing such machines. (Patent was granted November 2, 1909.) Their patent features have been improved lately so that their new "Boss" hog dehairers clean hogs complete with what they claim to be the least cost to operate and maintain. On another page of this issue illustration and description of this machine may be seen, and the Cincinnati Butchers' Supply Company will be pleased to give further information to those interested.

YORK ICE MACHINE SALES.

The York Manufacturing Company, York, Pa., states that since its last report of February 29 the company has made the following installations of refrigerating and ice-making machinery:

C. B. Grove & Son, dairy, Urbana, Ohio; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

O. C. Raymond, West Coast Dairy, Anacortes, Wash.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

G. W. Saundervorth, general store, Rockville, Mo.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Wm. Farr Company, meats, Albuquerque, N. M.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Citizens Artificial Ice Company, Cincinnati, Ohio; one 90-ton vertical single-acting belt-driven machine, together with motor for driving same, and condensing side, including six "Shipley" flooded atmospheric ammonia condensers, also a 50-ton raw water Coilless Freezing system and 2,600 feet of 1 1/4-inch brine piping for ice storage room.

Samuel L. Moore & Sons Corp., Elizabeth, N. J.; one 50-ton absorption refrigerating machine complete, including two "Shipley" flooded double pipe ammonia condensers, also a 75-ton shell and tube brine cooler. This plant was installed for the Paragon Refining Company, of Toledo, Ohio.

Italian Lines, Steamship "Precida," New York, N. Y.; two 50-ton CO₂ horizontal double-acting marine type refrigerating machines, direct connected to cross compound piston and slide valve engines, and condensing side complete, also a complete refrigerating system for the ship.

Hygeia Ice Company, Ozone Park, L. I., N. Y.; one 40-ton vertical single-acting refrigerating machine, direct connected to a cross compound condensing Corliss valve engine, and condensing side complete, also a 25-ton raw water flooded freezing system.

Dewart Creamery, Dewart, Pa.; overhauling their plant and furnishing the following new material: 2,000 feet of 1 1/4-inch pipe for freezing tank; 10-ton flask type steam condenser and pan; distilled water cooler, can filler and ammonia receiver, also 2,260 feet of 2-inch full weight wrought iron pipe for milk, butter and ice storage rooms.

Hotel Commercial Company, North Yakima, Wash.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Atchison, Topeka & Santa Fe Hospital Association, La Junta, Col.; one 4-ton vertical single-acting belt-driven enclosed type re-

frigerating machine and high-pressure side complete.

Orlando Meat Company, San Jose, Cal.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Indiana Condensed Milk Company, Albany, Wis.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Farmers Company, dairy, Poughkeepsie, N. Y.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. W. E. Burnham, confectioner, Sonora, Cal.; a 1-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. James O. Mills, restaurant, 77 South Hight street, Columbus, Ohio; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

San Angelo Ice & Power Company, San Angelo, Texas; one 20-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. A. J. Kampf, butcher, Albany, N. Y.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. F. J. Van Atta, meat market, South Lyons, Mich.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. F. E. Caveron, Sonora, Cal.; a 1-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Merritt-Jones Hotel, Ocean Park, Cal.; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

E. W. Woolman, milk depot, Light street, Columbia County, Pa.; one 12-ton vertical single-acting enclosed type refrigerating machine, direct connected to a vertical enclosed type slide valve engine, and high-pressure side complete.

Mr. W. N. Walpole, meats, Sikeston, Mo.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Beattie & Barnard, meat market, Pontiac, Mich.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and condensing side complete.

Diamond Country Market, Pittsburgh, Pa.; two 8-ton vertical single-acting belt-driven enclosed type refrigerating machines and condensing side complete.

J. T. Roebuck & Co., cold storage, New York, N. Y.; three 20-ton vertical single-acting enclosed type refrigerating machines, arranged for direct connection to oil engines, and high-pressure sides complete.

Evansville Brewing Association, Evansville, Ind.; one 10-ton vertical single-acting refrigerating machine, direct connected to a horizontal slide valve engine, and high-pressure side complete.

Mr. Frank S. Ryan, market, Ogdensburg, N. Y.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Central Y. M. C. A., Rochester, N. Y.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete. This plant was installed by Wegner Machine Company, of Buffalo, N. Y.

Midtbrøget & Hauger, meat market, Hanks, Minn.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Tickel & Custer, meat market, Ohio City, Ohio; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

H. J. Sutton, dairy, Detroit, Mich.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Otisco Creamery Association, Otisco, Minn.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Riceland Creamery Association, Albert Lea, Minn.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. Frank R. Smith, dairy, 63 Melrose street, Detroit, Mich.; one 4-ton vertical single-acting belt driven enclosed type refrigerating machine and high-pressure side complete.

Mr. H. E. Stone, poultry, Centralia, Mo.; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Vernon Co-operative Creamery Company, Hayfield, Minn.; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

W. A. Kearns Packing Company, Mansfield, Ohio; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

F. Bredt Company, refrigerating chemicals for mercerizing silk, Woodhaven, L. I., N. Y.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Delaware Ice & Coal Company, Delaware, Ohio; one 20-ton vertical single-acting enclosed type refrigerating machine, direct connected to a vertical enclosed type slide valve engine, and high-pressure side complete, also a 20-ton shell and tube brine cooler.

Warner Chemical Company, Carteret, N. J.; one 20-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete, also three additional atmospheric ammonia condensers, each 18 pipes high and 20 feet long.

Pettis Dry Goods Company, department store—fur storage and restaurant, Indianapolis, Ind.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete, also a 20-ton shell and tube brine cooler.

Rankin Electric Light Company, ice and cold storage, Rankin, Ill.; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete, also a 2-ton enclosed type distilling system.

Higgins Memorial Hospital, Olean, N. Y.; a 1-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

C. E. & B. K. Scudder, Johnson City, N. Y.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Union Supply Company, general store, Oliphant Furnace, Fayette County, Pa.; a 1-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Pacific Coast Condensed Milk Company, Oconomowoc, Wis.; one 20-ton vertical single-acting enclosed type refrigerating machine, direct connected to a vertical enclosed type slide valve engine, and high-pressure side complete.

American Bread Company, Nashville, Tenn.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete. This installation was made by John Bouchard & Sons Company, of Nashville, Tenn.

S. R. Calvert, bottler, Monongahela, Pa.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Wegner Machine Company, Buffalo, N. Y.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Maine Holstein-Friesian Association, Bangor, Me.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

(Continued on page 42.)

Chicago Section

Board of Trade memberships are selling around \$4,250 net to the buyer.

According to the papers the police have caught most of the recent murderers—nearly.

Some newspaper reporters seem to think Representative Hay is merely a bale of it. P'raps so!

The most up-to-date method of doing a good job of murder is to chop the victim into chunks with a cleaver.

It begins to appear as if Woodrow is getting back into popular favor. But we can never tell what will happen in this country.

Swift & Company's sales of beef in Chicago for the week ending Saturday, March 18, 1916, averaged as follows: Domestic beef, 11.30 cents per pound.

A surer sign of the approach of the end of the world will be when these Ike Walton guys can come home and not deliberately lie about what they caught—or didn't catch!

Another shakeup, or down, in the police department. Keep on shaking, chief, and you'll make your point. Then pass the bones to States Attorney Hoyne, who is impatiently awaiting his turn.

The European war has extinguished a whole lot of lords, dukes, earls, barons, counts and things, hence it is only reasonable to suppose the Mexican war will get away with a whole raft of superfluous colonels—if they go!

If there were nothing else attractive (and there are a whole lot of things) about Joe Ilg, the Grand Trunk freighter, that rag-

carpet suit of his (we will not mention the big Stetson hat and spatz to match) would draw a crowd anywhere. All he is shy is a carpet bag. P. S.—Joe buys his clothes by the mile.

In a letter to The National Provisioner on the provision situation W. L. Gregson says: "Natural readjustments toward more legitimate conditions have been in order during the week, among them being a steadily declining hog market, low rib and pork prices and appreciation in lard. We look for a continuation along these lines until the levels in hogs and product prices get into a better manufacturing position. The cash meat buyers, influenced by reports of dissatisfaction with retail prices, became timid in following the advance, and holders of cash meat have been forced to revise their ideas of values somewhat in the past few days. The general world's position in edible fats and oils is becoming plainer every day, and close students of the situation are outspoken in their belief that lard is destined for much higher levels later in the season. There has been no set back in the prices nor let-up in the demand for greases, tallows and oils, and

comparatively speaking lard at two cents a pound higher would not seem high.

W. G. Press & Company says: "It is quite likely we will have a gap in hog receipts between now and the 1st of May, although from all information we can get there are plenty of hogs in the country, and while the hogs may be lighter in weight than in former years, when we had plenty of corn, there will be big supplies in May and June. We think hogs have seen top until the next packing season at least. The provision futures are holding strong, especially lard. There seems to be a lot of investment buying of lard, due no doubt to so much peace talk. Others are buying lard owing to the higher prices of all kinds of greases, which has, of course, some merit. Then again others claim that with the poor corn crop we had in the hog belt this year, it will tend to send unfinished hogs to market during the summer, thereby cutting down our lard supply. But notwithstanding this, lard stocks are not decreasing and the demand for edible fats is not in such volume that it can be looked upon as startling. We think lard is too high and look for a good break. The

Guaranteed Non-Leakable

This is an attribute that is of greatest interest to packers. But besides this

HEEKIN LARD PAILS

are supreme in quality and workmanship; dust-proof and air-tight.

All sizes and shapes for immediate delivery—can be printed or lacquered and lithographed with any design.

Our corps of artists is at your service.

Send for sample.

The Heekin Can Co.

Sixth Ave and Culvert St., Cincinnati, Ohio



"Heekin Can Since 1901"

J. B. ZIEGLER & CO.

Greases, Tallows, Oils
Stearines

Tankage, Bones, Hoghair
Consignments Solicited

WEBSTER BLDG., CHICAGO

Established 1905

DAVID I. DAVIS & CO.

PACKING HOUSE EXPERTS

Manhattan Building CHICAGO, ILL.

WE DESIGN AND REMODEL
PACKING PLANTS.

ALLIED INDUSTRIES.

ICE FACTORIES.

COLD STORAGE BUILDINGS.

WRITE US.

CHEMICAL & ENGINEERING CO.

Expert Assistance.

CHEMISTS. BACTERIOLOGISTS.

Chemical control of Packing Plants. Yearly contracts solicited.

608 SO. DEARBORN ST. CHICAGO, ILL.

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ENGINEERS

Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.

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CHICAGO

D. E. Washington, Mgr. & Chief Engr.

Wm. H. Knehan, Associate Engr.

PACKERS ARCHITECTURAL & ENGINEERING CO.

— ENGINEERS —

PACKING HOUSES, ABATTOIRS, COLD STORAGES

Manhattan Bldg. CHICAGO, ILL. Cable Address Pacarco

DOES your engineer run YOUR refrigerating plant to produce best results using an anhydrous ammonia he knows is best for YOUR interest, or

Must he produce the best results he can with an anhydrous ammonia which is purchased upon a basis OTHER than that of quality?

Your engineer knows that a guaranteed pure and dry anhydrous ammonia made from a strictly mineral base does produce best results.

Only by using such an ammonia can you reduce operating expenses.

Anhydrous **SUPREME** Ammonia

"EVERY OUNCE ENERGIZES"

Fill your requirements.

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MORRIS & COMPANY,

Chicago, U. S. Yards

John Agar Co.

Union Stock Yards CHICAGO, ILL.

Packers and Commission Slaughterers

Beef, Pork and Mutton

Members of the American Meat Packers' Association

CHICAGO PACKING COMPANY

Beef and Pork Packers

Boneless Beef Cuts. Sausage Materials.
Commission Slaughterers.

U. S. GOVERNMENT INSPECTION
Correspondence Solicited

UNION STOCK YARDS
CHICAGO

W. B. HULME BROKER

PACKING HOUSE AND COTTON OIL
PRODUCTS—GREASE AND TALLOW
789 POSTAL TELEGRAPH BUILDING, CHICAGO
CODE: Cross Robinson

Established 1877

W. G. PRESS & CO.

175 W. Jackson Bl'vd, Chicago

PORK LARD SHORTRIBS

For Future Delivery

GRAIN Correspondence Solicited STOCKS

showing is not bearish on meats. The only thing that is bearish on meats is the price, which will no doubt with any further advance curtail consumption, and for this reason we think meats are high enough for the present."

PERMANENT PANAMA EXPOSITION.

A joint resolution calling for the appropriation of \$150,000 for the establishment of a permanent industrial and commercial exposition on the Panama Canal Zone has been introduced by Representative Randall of California. The bill was drawn by Earl Hamilton Smith, Washington correspondent of The National Provisioner, who has made a study of American relations in the Orient and Latin America for ten years.

The plan follows the idea of J. Hampton Rich, a farm journal publisher of Winston-Salem, N. C., and has the approval of General Goethals and many prominent organizations in the United States, including the Chamber of Commerce of the United States and the Southern Commercial Congress.

L. C. DOGGETT COMPANY, Brokers

Cotton Seed Products

Vegetable Oils and Animal Fats

CHEMICALS AND NITRATES

1364 Monadnock Block, 53 W. Jackson Blvd., CHICAGO

WRITE US

Members American Meat Packers' Association

Members Cotton Seed Crushers' Association
Codes—Cross-Yopp-Robinson

Get in touch
with

H. OBERNDORF & SONS

Importers, Exporters
and Manufacturers

ALL GRADES OF ANIMAL HAIR

DEALER IN HIDES, PELTS, TALLOW, GREASE, DRY BONES AND PACKING HOUSE BY-PRODUCTS

CHICAGO

The resolution sets forth that the manufacturers and jobbers of the United States are desirous of extending their trade with Latin America, and that a number of the largest manufacturers, national conventions, associations and chambers of commerce of the country have often expressed a desire that a common point be selected from which American goods may be exploited.

The name of the exhibit would be the Per-

manent Panama Industrial and Commercial Exposition, and it would be under the direction of the Secretary of Commerce.

Packinghouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department on page 48.

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 13....	14,398	1,203	53,458	16,994
Tuesday, March 14....	4,422	4,936	15,555	12,821
Wednesday, March 15....	15,562	2,888	40,166	13,068
Thursday, March 16....	5,518	2,792	31,819	11,631
Friday, March 17....	1,718	832	24,231	7,478
Saturday, March 18....	113	1	11,299	190
Total last week.....	41,731	12,652	176,528	62,182
Previous week.....	42,069	11,376	153,606	69,339
Cor. week, 1915.....	32,227	9,319	142,794	57,482
Cor. week, 1914.....	36,573	9,090	136,480	85,536

SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, March 13....	66	9,445	3,943
Tuesday, March 14....	987	439	3,593
Wednesday, March 15....	2,516	5,428	3,137
Thursday, March 16....	1,552	10	5,452
Friday, March 17....	1,109	3	6,614
Saturday, March 18....	...	...	2,213
Total last week.....	9,545	518	32,745
Previous week.....	10,177	308	41,755
Cor. week, 1915.....	...	4,364	4,908
Cor. week, 1914.....	17,438	276	38,599

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to March 18, 1916....	525,435	2,610,045	605,703
Same period, 1915.....	434,832	2,064,850	786,717

Combined receipts of hogs at eleven points:

Week ending March 18, 1916.....	585,000
Previous week.....	512,000
Cor. week, 1915.....	549,000
Cor. week, 1914.....	453,000
Total year to date.....	8,380,000
Same period, 1915.....	7,038,000
Same period, 1914.....	5,756,000

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to March 18, 1916....	190,700	507,800	139,100
Week ago.....	143,300	446,200	210,000
Year ago.....	128,900	498,200	201,100
Two years ago.....	110,300	378,400	224,400

Combined receipts at seven markets for 1916 to March 18, and same period a year ago:

	1916.	1915.
Cattle.....	1,668,000	1,444,000
Hogs.....	7,227,000	5,579,000
Sheep.....	2,227,000	2,388,000

CHICAGO PACKERS' HOG SLAUGHTER.

	1916.	1915.
Week ending March 18, 1916:		
Armour & Co.....	31,300	
Swift & Co.....	14,100	
E. & S. Co.....	11,500	
Morris & Co.....	9,000	
Hammond Co.....	7,700	
Western P. Co.....	12,500	
Anglo-American.....	8,000	
Independent Packing Co.....	11,500	
Boyd-Lunham.....	7,400	
Roberts & Oake.....	5,400	
Brennan P. Co.....	7,200	
Miller & Hart.....	8,900	
Others.....	15,500	
Totals.....	145,000	
Total last week.....	114,200	
Total cor. week, 1915.....	151,700	
Total cor. week, 1914.....	102,800	
Total for 1916 to date.....	2,114,600	
Corresponding period, 1915.....	1,984,900	

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.75	\$9.75	\$8.40	\$11.20
Previous week.....	8.70	9.50	8.20	11.15
Cor. week, 1915.....	7.50	6.85	7.45	9.00
Cor. week, 1914.....	8.40	8.75	5.85	7.50
Cor. week, 1913.....	8.20	9.00	6.50	8.00
Cor. week, 1912.....	7.20	7.32	5.45	7.55
Cor. week, 1911.....	6.10	6.75	4.85	6.10

CATTLE.

Steers, good to choice.....	\$7.75@10.00
Yearlings, good to choice.....	7.50@9.80
Inferior steers.....	7.75@8.50
Stockers and feeders.....	7.25@8.15
Good to choice heifers.....	7.00@8.50
Good to choice cows.....	5.50@8.00
Cutters.....	4.00@5.10
Canners.....	3.50@4.25
Butcher bulls.....	6.00@6.75
Bologna bulls.....	5.00@6.40
Good to prime veal calves.....	9.25@10.25
Heavy calves.....	7.50@9.25

HOGS.

Prime light butchers.....	\$9.35@9.60
Fair to fancy light.....	9.15@9.55
Prime med. weight butchers, 240-270 lbs.....	9.00@9.70
Prime heavy butchers, 270-310 lbs.....	9.55@9.70
Heavy mixed packing.....	9.20@9.50
Rough heavy packing.....	8.90@9.35
Pigs, fair to good.....	7.85@8.55
*Stags.....	8.00@9.25

*Stags subject to 80 lbs. dockage.

SHEEP.

Native ewes, fair to good.....	\$7.40@8.60
Western fed ewes.....	7.00@8.65
Yearlings.....	7.50@10.35
Shorn yearlings.....	8.30@9.00
Wethers, fair to choice.....	7.75@9.25
Feeding lambs.....	9.50@10.75
Colorado lambs.....	10.00@11.50
Fed western lambs.....	9.75@11.40

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, MARCH 18, 1916.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	\$22.75	\$22.85	\$22.65	\$22.80
July.....	22.40	22.50	22.32½	22.50
LARD—(Per 100 lbs.)—				
May.....	11.17½	11.27½	11.17½	11.27½
July.....	11.42½	11.55	11.42½	11.52½
RIBS—(Boxed, 25c. more than loose)—				
May.....	11.82½	11.92½	11.75	11.92½
July.....	12.15	12.17½	12.00	12.17½

MONDAY, MARCH 20, 1916.

PORK—(Per bbl.)—				
May.....	22.85	22.90	22.70	22.85
July.....	22.50	22.75	22.50	22.62½
LARD—(Per 100 lbs.)—				
May.....	11.30	11.40	11.27½	11.40
July.....	11.52½	11.67½	11.52½	11.65
RIBS—(Boxed, 25c. more than loose)—				
May.....	11.92½	12.00	11.92½	12.00
July.....	12.17½	12.25	12.17½	12.22½

TUESDAY, MARCH 21, 1916.

PORK—(Per bbl.)—				
May.....	22.90	23.07½	22.90	22.95
July.....	22.75	22.95	22.75	22.80
LARD—(Per 100 lbs.)—				
May.....	11.47½	11.60	11.47½	11.50
July.....	11.72½	11.85	11.72½	11.75
September.....	11.95	11.95	11.95	11.95
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.10	12.12½	12.07½	12.10
July.....	12.25	12.35	12.22½	12.32½

WEDNESDAY, MARCH 22, 1916.

PORK—(Per bbl.)—				
May.....	22.90	22.90	22.80	22.80
July.....	22.77½	22.77½	22.55	22.65
LARD—(Per 100 lbs.)—				
May.....	11.52½	11.55	11.37½	11.40
July.....	11.77½	11.77½	11.60	11.60
September.....	12.00	12.00	11.82½	11.82½
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.10	12.12½	11.90	11.97½
July.....	12.32½	12.35	12.12½	12.20

THURSDAY, MARCH 23, 1916.

PORK—(Per bbl.)—				
May.....	22.77½	22.95	22.75	22.75
July.....	22.60	22.77½	22.57½	22.57½
LARD—(Per 100 lbs.)—				
May.....	11.35	11.45	11.30	11.35
July.....	11.52½	11.70	11.52½	11.60
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.00	12.00	11.80	11.80
July.....	12.17½	12.20	11.87½	11.87½
September.....	...	...	...	12.05

FRIDAY, MARCH 24, 1916.

PORK—(Per bbl.)—				
May.....	22.85	22.87½	22.60	22.87½
July.....	22.65	22.75	22.45	22.75
LARD—(Per 100 lbs.)—				
May.....	11.40	11.47½	11.30	11.47½
July.....	11.65	11.75	11.55	11.72½
September.....	...	...	...	11.92½
RIBS—(Boxed, 25c. more than loose)—				
May.....	11.95	11.97½	11.82½	11.97½
July.....	12.17½	12.17½	12.02½	12.15

†Bld. ‡Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	20	@25
Native Sirloin Steaks.....	25	@28
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts.....	16	@18
Rib Roasts from light cattle.....	14	@18
Beef Stew.....	12	@14
Boneless Corned Briskets, Native.....	16	@18
Corned Rump, Native.....	16	@18
Corned Ribs.....	11	@12½
Corned Flanks.....	12½	@14
Round Steaks.....	18	@25
Round Roasts.....	16	@18
Shoulder Steaks.....	18	@20
Shoulder Roasts.....	14	@16
Shoulder Neck End, Trimmed.....	14	@12½
Roasted Roast.....	16	@18

Lamb.

Hind Quarters, fancy.....	22	@24
Fore Quarters, fancy.....	15	@18
Legs, fancy.....	24	@25
Stew.....	14	@14
Chops, shoulder, per lb.....	20	@20
Chops, rib and loin, per lb.....	25	@25
Chops, French, each.....	15	@15

Mutton.

Legs.....	16	@18
Stew.....	14	@14
Shoulders.....	14	@16
Hind Quarters.....	16	@18
Fore Quarters.....	12½	@14
Rib and Loin Chops.....	22	@25
Shoulder Chops.....	16	@16

Pork.

Pork Loin.....	18	@20
Pork Clops.....	22	@24
Pork Shoulders.....	15	@15
Pork Tenderloins.....	35	@35
Pork Butts.....	18	@18
Snare Ribs.....	12½	@12½
Hocks.....	11	@12½
Pigs' Heads.....	8	@8
Leaf Lard.....	12½	@12½

Veal.

Hind Quarters.....	20	@22
Fore Quarters.....	14	@16
Legs.....	20	@22
Breasts.....	14	@16
Shoulders.....	18	@20
Cutlets.....	25	@25
Rib and Loin Chops.....	28	@30

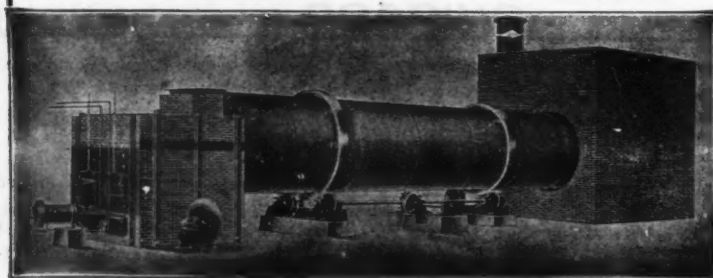
Butchers' Offal.

Suet.....	7	@7
Tallow.....	4	@4
Bones, per cwt.....	75	@75
Calveskins, 8 to 15 lbs.....	23½	@23½
Calveskins, under 15 lbs. (deacon's).....	65	@65
Klips.....	20	@20

of the largest
PACKING COMPANIES
are now using
**BREWERS & PACKERS
SPECIAL ENAMEL**
Hard and Smooth as Tile
and just as Washable
Please Right. Ask us
THE TROPICAL PAINT & OIL CO.
CLEVELAND, O.

Watch Page 48
for
Business Chances

DRYERS AND CONTINUOUS PRESSES



Economical Efficient
Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.
Carcass Beef.

Prime native steers	14	@13
Good native steers	13 1/2	@14
Native steers, medium	12 1/2	@12 1/2
Helfers, good	11	@12
Cows	10	@12
Hind Quarters, choice	16	@12
Fore Quarters, choice	12	@12

Beef Cuts.

Beef Tenderloins, No. 1	34 1/2	@27
Beef Tenderloins, No. 2	27	@25
Steer Loins, No. 1	25	@31 1/2
Steer Short Loins, No. 1	31 1/2	@20
Steer Loins, No. 2	20	@23 1/2
Steer Short Loins, No. 2	23 1/2	@18
Cow Loins	18	@17
Cow Short Loins	17	@14 1/2
Steer Loin Ends (hips)	14 1/2	@12 1/2
Cow Loin Ends (hips)	12 1/2	@14 1/2
Strip Butts, No. 3	14 1/2	@12 1/2
Strip Loins, No. 3	12 1/2	@16 1/2
Steer Ribs, No. 1	16 1/2	@10
Steer Ribs, No. 2	10	@14
Cow Ribs, No. 1	14	@12
Cow Ribs, No. 2	12	@11
Cow Ribs, No. 3	11	@14 1/2
Rolls	14 1/2	@12 1/2
Steer Rounds, No. 1	12 1/2	@10 1/2
Steer Rounds, No. 2	10 1/2	@10
Cow Rounds	10	@15
Flank Steak	15	@12
Rump Butts	12	@11 1/2
Steer Chucks, No. 1	11 1/2	@11
Steer Chucks, No. 2	11	@9 1/2
Cow Chucks	9 1/2	@9
Boneless Chucks	9	@8 1/2
Steer Plates	8 1/2	@10
Medium Plates	10	@9
Briskets, No. 1	9	@12 1/2
Briskets, No. 2	12 1/2	@7
Shoulder Clods	7	@6 1/2
Steer Navel Ends	6 1/2	@7
Cow Navel Ends	7	@5 1/2
Fore Shanks	5 1/2	@12
Hind Shanks	12	@8 1/2
Hanging Tenderloins	8 1/2	
Trimlings		

Beef Offal.

Brains, per lb.	7	@6 1/2
Hearts	5 1/2	@17
Tongues	17	@20
Sweetbreads	20	@7 1/2
Ox Tail, per lb.	7 1/2	@4 1/2
Fresh Tripe, plain	4 1/2	@5 1/2
Fresh Tripe, H. C.	5 1/2	@6 1/2
Livers	6 1/2	@14
Kidneys, each	14	

Veal.

Heavy Carcass, Veal	12	@13 1/2
Light Carcass	14	@16 1/2
Good Carcass	16	@17 1/2
Good Saddle	17 1/2	@12
Medium Racks	12	@14
Good Racks	14	

Veal Offal.

Brains, each	7	@20
Sweetbreads	20	@24
Calf Livers	24	@25
Heads, each	25	

Lambs.

Good Caul Lambs	16 1/2	@18 1/2
Round Dressed Lambs	18 1/2	@19
Saddles, Caul	19	@15 1/2
R. D. Lamb Fores	15 1/2	@14 1/2
Caul Lamb Fores	14 1/2	@20
R. D. Lamb Sides	20	@4
Lamb Fries, per lb.	4	@12
Lamb Tongues, each	12	
Lamb Kidneys, per lb.	12	

Mutton.

Medium Sheep	14	@15 1/2
Good Sheep	15 1/2	@17 1/2
Medium Saddle	17 1/2	@13
Good Saddle	13	@12
Good Fores	12	@16 1/2
Medium Racks	16 1/2	@12
Mutton Legs	12	@10
Mutton Loins	10	@2 1/2
Mutton Stew	2 1/2	@10
Sheep Tongues, each	10	
Sheep Heads, each		

Fresh Pork, Etc.

Dressed Hogs	11	@11 1/2
Pork Loin	11 1/2	@10 1/2
Leaf Lard	10 1/2	@11
Tenderloins	11	@30
Spare Ribs	30	@10
Butts	10	@14 1/2
Hocks	14 1/2	@9 1/2
Trimlings	9 1/2	@11
Extra Lean Trimlings	11	@14
Tails	14	@7 1/2
Snouts	7 1/2	@3 1/2
Pigs' Feet	3 1/2	@6
Pigs' Heads	6	@9
Blade Bones	9	@8
Blade Meat	8	@3 1/2
Cheek Meat	3 1/2	@13
Hog Livers, per lb.	13	@16 1/2
Neck Bones	16 1/2	@6
Skinned Shoulders	6	@5 1/2
Pork Hearts	5 1/2	@13
Pork Kidneys, per lb.	13	@5
Pork Tongues	5	@5 1/2
Slip Bones	5 1/2	@5 1/2
Tail Bones	5 1/2	@11
Brains	11	@12
Rackfat	12	@17
Hams	17	
Calves		

Bellies	@16
Shoulders	@13

SAUSAGE.

Columbia Cloth Bologna	@10 1/4
Bologna, large, long, round, in casings	@10 1/4
Choice Bologna	@11 1/4
Frankfurters	@13
Liver, with beef and pork	@10
Tongue	@15 1/2
Minced Sausage	@12 1/2
Luncheon Sausage, cloth paraffine	@12 1/2
New England Sausage	@17 1/2
Prepared Luncheon Sausage	@19
Special Compressed Sausage	@14
Berliner Sausage	@20
Oxford Lean Butts	@11 1/2
Polish Sausage	@11 1/2
Garlic Sausage	@13 1/2
Country Smoked Sausage	@12 1/2
Farm Sausage	@12
Pork Sausage, bulk or link	@12 1/2
Pork Sausage, short link	@12 1/2
Boneless lean butts in casings	@25 1/2
Luncheon Roll	@19
Delicatessen Loaf	@15
Jellied Roll	@19 1/2

Summer Sausage.

Best Summer H. C. (new)	@27 1/2
German Salami	@24
Italian Salami (new goods)	@26 1/2
Holsteines	@18 1/2
Mettwurst	@18
Farmer	@21

Sausage in Brine.

Bologna, kitts	@1.60
Bologna, 1/4 @ 1/4	2.00 @ 7.70
Pork link, kitts	@1.75
Pork links, 1/4 @ 1/4	2.20 @ 8.80
Polish sausage, kitts	@1.75
Polish sausage, 1/4 @ 1/4	2.20 @ 8.80
Frankfurts, kitts	@1.75
Frankfurts, 1/4 @ 1/4	2.30 @ 8.80
Blood sausage, kitts	@1.60
Blood sausage, 1/4 @ 1/4	2.00 @ 7.70
Liver sausage, kitts	@1.90
Liver sausage, 1/4 @ 1/4	2.00 @ 7.70
Head Cheese, kitts	@1.60
Head Cheese, 1/4 @ 1/4	2.00 @ 7.70

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$9.25
Pickled Ham Tripe, in 200-lb. barrels	8.50
Pickled H. C. Tripe, in 200-lb. barrels	10.00
Pickled Ox Lips, in 200-lb. barrels	20.00
Pickled Pigs' Snouts, in 200-lb. barrels	15.75
Sheep Tongues, Short Cut, barrels	—

CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	\$2.15
No. 2, 1 or 2 doz. to case	4.15
No. 6, 1 doz. to case	14.50
No. 14, 1/2 doz. to case	41.50

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	\$2.00
4-oz. jars, 1 doz. in box	5.00
8-oz. jars, 1/2 doz. in box	9.50
16-oz. jars, 1/4 doz. in box	17.75

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@21.00
Plate Beef	@20.50
Prime Mess Beef	@20.50
Mess Beef	@20.00
Beef Hams (220 lbs. to bbl.)	—
Rump Butts	@22.00
Mess Pork	@25.00
Clear Fat Bacon	@26.00
Family Back Pork	@26.50
Bean Pork	@19.00

LARD.

Pure leaf, kettle rendered, per lb., tes.	@13 1/4
Pure lard	@12 1/4
Lard, substitute, tea	@12
Lard, compound	@11 1/2
Cooking oil, per gal., in barrels	@88
Cooks' and bakers' shortening tubs	@12 1/4
Barrels, 1/4 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	15 1/2 @ 22
Cartons, rolls or prints, 1 lb.	16 1/2 @ 23
Cartons, rolls or prints, 2 @ 5 lbs.	16 @ 22 1/2
Shortenings, 30 @ 60 lb. tubs	12 1/2 @ 15 1/4

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	@15 1/2
Clear Bellies, 18 @ 20 avg.	@15 1/2
Rib Bellies, 20 @ 25 avg.	@15
Fat Backs, 10 @ 12 avg.	@11 1/4
Fat Backs, 12 @ 14 avg.	@12 1/2
Fat Backs, 14 @ 16 avg.	@12 1/2
Extra Short Ribs	@13 1/2
D. S. Short Clears, 20 @ 25 avg.	14 1/2
Butts	@10 1/2
Bacon meats, 1 1/2 c. more.	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@18 1/4
Hams, 16 lbs., avg.	@19
Skinned Hams	@20 1/4
Calas, 4 @ 6 lbs., avg.	@13
Calas, 6 @ 12 lbs., avg.	@12 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@14
Breakfast Bacon, fancy	@24
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	@18 1/4
Wide, 6 @ 5 avg., and strip, 3 @ 4 avg.	@18 1/2
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	@14 1/2

Dried Beef Sets	@22 1/4
Dried Beef Insides	@26
Dried Beef Knuckles	@23 1/4
Dried Beef Outsides	@21
Regular Boiled Hams	@26 1/2
Smoked Boiled Hams	@27 1/2
Boiled Calas	@18
Cooked Loin Rolls	@28
Cooked Boiled Shoulder	@18

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Beef rounds, per set	@16
Beef export rounds	@30
Beef middles, per set	@55
Beef bungs, per piece	@17
Beef wcasanda	@8
Beef bladders, medium	@40
Beef bladders, small, per doz.	@70
Hog casings, free of salt	@45
Hog middles, per set	@10
Hog bungs, export	@16
Hog bungs, large, mediums	@7 1/4
Hog bungs, prime	@6
Hog bungs, arrow	@3
Imported wide sheep casings	@80
Imported medium wide sheep casings	@80
Imported medium sheep casings	@60
Hog stomachs, per piece	@4

FERTILIZERS.

Dried blood, per unit	2.90 1/2 @ 2.95
Hoof meal, per unit	2.75 1/2 @ 2.80
Concentrated tankage, ground	2.60 @ 2.65
Ground tankage, 12%	2.85 @ 2.90
Ground tankage, 11%	2.75 @ 2.80
Ground tankage, 9 and 20%	2.65 @ 2.70
Crushed tankage, 9 and 20%	2.55 @ 2.60
Ground tankage, 0 1/2 and 30%	@25.00
Ground raw bone, per ton	27.00 @ 28.00
Ground steam bone, per ton	23.00 @ 24.00

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs. aver.	150.00 @ 175.00
Horns, black, per ton	30.00 @ 32.00
Horns, striped, per ton	33.00 @ 35.00
Horns, white, per ton	45.00 @ 50.00
Flat shin bones, 40 lbs. aver., per ton	65.00 @ 70.00
Round shin bones, 38-40 lbs., av., per ton	65.00 @ 70.00
Round shin bones, 50-52 lbs., av., per ton	80.00 @ 85.00
Long thigh bones, 90-95 lbs., av., per ton	90.00 @ 100.00
Skulls, jaws and knuckles, per ton	32.00 @ 33.00

LARD.

Prime steam, cash	@11.15
Prime steam, loose	@10.62 1/2
Leaf	@10 1/2
Compound	@11 1/2
Neutral lard	12 1/2 @ 12 1/2

STEARINES.

Prime oleo	11 1/4 @ 11 1/4
Tallow	@10 1/4
Grease, yellow	8 1/2 @ 8 1/2
Grease, A white	9 1/2 @ 10

OILS.

Oleo oil, extra	12 1/2 @ 12 1/2
Oleo oil, No. 2	11 1/4 @ 11 1/4
Oleo stock	10 1/2 @ 11 1/2
Neatsfoot oil, pure, bbls.	75 @ 80
Acidless tallow oils, bbls.	79 @ 80
Corn oil, loose	9 1/2 @ 9 1/2

TALLOW.

Edible	10 1/2 @ 10 1/2
Prime city	10 1/4 @ 10 1/4
Prime country	10 @ 10 1/4
Packers' prime	10 @ 10 1/4
Packers' No. 1	9 1/4 @ 9 1/4
Packers' No. 2	8 @ 8 1/4

GREASES.

White, choice	10 @ 10 1/4
White, "A"	9 1/4 @ 9 1/4
White, "B"	9 @ 9 1/4
Bone	8 1/2 @ 8 1/2
Crackling	9 @ 9 1/4
House	8 1/4 @ 8 1/4
Yellow	8 1/2 @ 8 1/2
Brown	7 1/2 @ 8
Garbage grease	6 1/2 @ 6 1/2
Glycerine, C. P.	51 @ 53
Glycerine, dynamite	50 @ 55
Glycerine, crude soap	30 1/2 @ 31
Glycerine, candle	42 @ 43

COTTONSEED OILS.

P. S. Y., loose	78 @ 78 1/2
P. S. Y., soap grade	77 1/2 @ 78
Soap stock, bbls., concn., 62 @ 65 f. a.	4 1/2 @ 4 1/2
Soap stock, loose, reg., 50% f. a.	2 1/2 @ 3

COOPERAGE.

Ash pork barrels, black iron hoops	1.00 @ 1.05
Oak pork barrels, black iron hoops	1.10 @ 1.15
Ash pork barrels, galv. iron hoops	1.15 @ 1.20
Red oak lard tierces	1.25 @ 1.30
White oak lard tierces	1.40 @ 1.45
White oak ham-curing tierces, g. l. hoops	1.90 @ 2.00

CURING MATERIALS.

Refined saltpetre	35 @ 38
Refined nitrate of soda, car lots f. o. b.	
N. Y.	@ 5 1/4
Boracic acid, crystal to powdered	10 1/2 @ 11 1/2
Porax	6 @ 8
Sugar—	
White, clarified	@ 6 1/4
Plantation, granulated	@ 6 1/2
Yellow, clarified	@ 6 1/2

Ashton, in sacks, 224 lbs.	2.60
Ashton, car lots, per sack	2.35
English packing, T. H. & Co., car lots, per sack	1.72
English packing, Cheshire, car lots, per sack	1.65
English packing, pure dried vacuum, per sack	1.57
English packing, Liverpool ground alum, per sack	1.39
Michigan, granulated, car lots, per ton	3.31
Michigan, medium, car lots, per ton	3.81
Casing salt, 280 lbs., 2x@3x, car lots, per bbl.	1.87

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

Only Road to Business Success Is Through Perseverance

By a Veteran Retailer.

What every butcher ought to know, and what 75 per cent. of them don't know, is that one of the greatest factors for success is in being a "true believer."

By that is meant an earnest and sincere belief in the quality of what he has for sale, his methods of selling it, and a firm and everlasting belief that he has the ability to satisfy his trade.

Not alone in quality, important as that is, but in service, delivery, living up to every promise, cleanliness of himself and his employees, and in conducting a thoroughly sanitary, up-to-date shop, which is one of the unfailing signs of good business methods and prosperity.

There is an old and true German expression "Wo Tauben sind, fliegen Tauben zu," meaning "Where pigeons are, attracts more pigeons." Isn't it human nature, when a man wants to go into a restaurant for a meal that he will pass a half dozen or more where there are very few people sitting at tables, until he comes to one that is well lighted up and doing a rushing business? And into that place he goes every time.

That's exactly the case with every retail store, including butcher shops. And when a new customer does come into that kind of a shop, and sees other satisfied customers, fine quality of goods, clean-looking men, a cheerful proprietor who is a "true believer," enthusiastic and dead in earnest, and the goods she buys are as good and as reasonable as it is possible to get, and they are promptly delivered, she will stop right there. She won't ever again care to know that there is another butcher shop on earth. She's satisfied, and that ends it.

And what better advertisement is there than a well-satisfied customer, who nine times out of ten persuades her family and friends to try "her butcher." It's just pure personal vanity that makes her take pride in letting her friends know that she is such a fine housekeeper, and was smart enough to discover such a fine butcher shop.

And it's up to you, Mr. Butcher, to foster this harmless vanity, so that every new customer is a new friend won for your shop. Every satisfactory sale is a new advantage, besides being a point of profit for yourself—not today and tomorrow, but every day, as long as you hold the trade. And the kind of shop here described is not in the habit of losing customers. Such a shop gains in prestige, and of course in profits, year in and year out.

The training this kind of a business gives a man is only to be acquired by constant application to business, hard work, attention to the many small details, and always being on the job. It gradually becomes a fixed determination that nothing can alter, and eventually brings what we are all working and striving for, and that so few attain,

and that is success, and a comfortable and happy old age with no worries and a sense of having well earned our rest for the balance of our days.

But the doing of it means to "keep a-diggin'" eternally, going on down through sand and rock—typical of hard work and patience mixed with brains—before you strike the "pay dirt" at the bottom. But when it's finally reached you're sure to "strike it rich."

Many a poor old prospector has dug a hole just deep enough to find discouragement, then quit. Along comes another man who starts in where the other left off, digs a few feet, and hits it!

Emblematical of the man who opens or buys a shop, runs it for a while along the wrong lines, and closes up or sells it for any thing it will bring. The second man comes along and "keeps a-diggin'" a bit deeper. He profits by the other's experience, thus showing he is wise, and it's only a question of his keeping on till he hits the "pay dirt." It's there, waiting for him.

Abraham Lincoln, in search of an education, walked 20 miles for a book he needed. He struck pay dirt in time. Old Christopher Columbus, in spite of all opposition and difficulties, kept on a-sailin', or a-diggin'. He finally struck pay dirt. The early settlers of our great West, despite heart-breaking disappointments, dangers and difficulties, and with dogged persistence, finally laid the foundation for the future prosperity of millions to come in a great West such as cannot be equalled in the history of the world.

Every great or successful man has become so only by virtue of constant, consistent, tenacious, dogged digging, confident that "pay dirt" lay just ahead. This means working along the line of persistent effort, such as the building up of a one-horse business, selling a few dollars' worth of meat a day, until it becomes the big paying market or a prosperous chain of stores.

This sort of effort spells success, because the founder of this kind of a business really wanted success. He knew that "pay dirt" (the elusive witch) was somewhere ahead, and he was very willing to pay for it in years of hard work, using both brain and brawn. And he found success at last, because he kept a-diggin'.

L. A.

LOCAL AND PERSONAL.

George B. Shrader has added a meat department to his general store in Berlin Center, Ohio.

Samuel Horace Hopping, a butcher for thirty years in Caldwell, N. J., died at his home there at the age of 71.

John Stillabower has sold his meat market in Argentina, Ill., to John Mullinix.

Daniel Shafer has sold his meat market in Schoharie, N. Y., to Dewey Bellinger, of

Middleburg, and George Darning, of East Cobleskill. Mr. Shafer will retire.

Edward A. Jablowski, a butcher of Buffalo, N. Y., has filed a voluntary petition in bankruptcy showing liabilities of \$1,158.16, and assets of \$75.

Ira B. Tripp, the oldest market man in New Bedford, Mass., died at his home, 131 Chestnut street, at the age of 87.

Explosion of gasoline started a fire which destroyed Wood's meat market in Lono, Ark.

A meat market has been opened on Third avenue, Beaver Falls, Pa., by the Balder Bros.

G. F. Mann has sold his meat business in Waterville, Vt., to Arthur Langdell.

R. Vernon Laing, who was engaged in the meat business in Enfield, Me., died at his home in Enfield from tuberculosis. Mr. Laing was 25 years old.

A meat and general market has been opened in Georgetown, Conn., by Lewis Barrett, Jr.

S. H. Francis has sold his interest in the Farmers' meat market, Blanchard, Iowa, to B. E. McMillan.

Ehlers' meat market at 426 Brady street, Davenport, Iowa, has been damaged by fire.

Fire damaged the meat market in the Lawrence Building, Middlebury, Vt., conducted by Frank Shackett, Jr.

W. N. Snider's meat market in Wyoming, Ill., has been damaged by fire.

The Independent Beef Company has leased the store at 51 Lawton street, New Rochelle, N. Y., in which an up-to-date meat market will be opened.

Harry Essex, the manager of the Buehler Bros. meat market at Sheboygan, Wis., has been transferred to the Hammond, Ind., store. He will be succeeded by J. Spooner, formerly manager of the Fond du Lac market.

Wm. Hardt has purchased J. C. Benson's meat market in Magnolia, Iowa.

Frank J. Oakley, a butcher of Hillsdale, N. Y., died from strangulated hernia. He was born in Hillsdale in 1871 and is survived by his widow and daughter.

Joseph Gutleber will erect a building in Allentown, Pa., in which a meat market will be opened.

Merton E. Guertin has closed his meat market in Chelsea, Vt., and has gone to West Fairlee.

A new open air public market is to be established on part of the property extending from Eleventh to Twelfth streets, near First avenue, New York.

Spillers & Cave have engaged in the meat business at Auburn, Iowa.

A meat and grocery market in Parkersburg, W. Va., has been purchased by William Gilbert.

Harry Stier will start a new butcher shop in Grand Mound, Iowa.

C. A. Danforth & Company have sold their meat market in Bradford, N. H., to Natt Simons, of Sutton.

The meat market in Bellefontaine, Ohio, conducted by John Loveless, has been destroyed by fire.

A meat department will be added to the

Announcement

THE fourth annual volume of MOTOR TRUCKS OF AMERICA is ready for distribution.

THIS publication is unique since it contains photographs and detailed specifications of the principal motor trucks made in the United States, furnished, checked and approved by the manufacturers themselves. It is the one absolutely authentic handbook of American motor trucks.

SPECIFICATIONS are conveniently and uniformly arranged for comparison; essential facts presented without bias, concisely and helpfully. It contains an illustrated article, "Devices That Make For Motor Truck Efficiency." It aims to prove that buying a truck should include the installation of the best known devices for making the truck fully efficient.

EACH year this handbook has attracted wider and more favorable attention among truck manufacturers and agents because of its absolute dependability. It is also valued by men who are thinking of buying trucks, and who desire unprejudiced information, free from personal interest and solicitation of motor truck salesmen.

INQUIRIES for the 1916 edition have already been received from all parts of the world. We will send a copy, without charge, to any address, if requested on business letterhead.

THE B. F. GOODRICH COMPANY, Akron, Ohio

Jaffa Grocery Company, of Albuquerque, N. M.

The City meat market in Rhame, N. D., is now conducted by W. G. Bennett.

A new market to be known as the Hudson meat market has been opened in Gifford, Ill.

The East Side meat market in Monticello, Ill., has been opened by V. Longstreet, of Argenta.

Mr. Rosborough is now the sole proprietor of the meat market in Sultan, Wash., the firm of Rosborough & Neumeister having dissolved.

Ira Voorhees has sold his interest in the meat market of Gilbert & Voorhees, Meridian, Idaho, to A. L. Hancock. The firm will now be Gilbert & Hancock.

The death is reported of Alexander Elowski, a meat dealer of Alpena, Mich., from typhoid fever.

D. C. Campbell is engaging in the meat business at Ephrata, Wash.

John Callan has succeeded to the meat business of Erickson & Callan at Grangeville, Idaho.

E. G. Mueller has sold his interest in the meat business of Mueller Bros., Nebraska City, Neb.

N. Brehm has purchased the meat business of L. D. Brown at Harvard, Neb.

A. C. Davis has purchased the Hildebrand meat market, Alma, Neb.

Ruzick & Co. have opened a new meat market in Randolph, Neb.

T. F. Smith has engaged in the meat business at O'Neill, Neb.

O. Mason has purchased the meat business of Perry & Perry at Kimball, Neb.

J. Boerner is about to engage in the meat business at Thompson, Neb.

A new butcher shop has been opened in Emerson, Neb., by Charles Harriss.

A meat market has been opened in the Demarcus Block, Chino, Cal., by Bert Schuhardt.

The Remney meat market on Central avenue, Faribault, Minn., has been purchased by Heise & Wolfe, proprietors of the Faribault meat market.

A petition in bankruptcy has been filed against Joseph H. Maher, Inc., meat and poultry dealers, 63 Fulton street, New York, N. Y.

Carl M. Huber will open a meat market at 813 South Main street, Council Bluffs, Iowa.

B. Berenson has sold his butcher shop on North avenue, Garwood, N. J., to Harry Newman, of New York, N. Y.

Luke Caruso's meat and fruit market at 900 Poland avenue, New Orleans, La., has been damaged by fire.

The interest of the late John Shafer in the meat business known as Shafer & Vorsanger, Englewood, N. J., has been purchased by Ferdinand Vorsanger.

J. H. Brandt's meat market located on the corner of Second and Washington streets, Wausau, Wis., has been opened to the public.

The new meat market building in Mandan, N. D., to be operated by Schantz & George, is nearing completion.

Melchior Schmitt and his son, Joseph, are opening a sausage shop on Main street, near Tenth, Dubuque, Iowa.

U. G. Schaper is now sole owner of the Schaper & Lacy meat market in Ellendale, N. Dak.

R. S. Finley has traded his meat market and grocery in Clairmont, Mo., and forty acres of land in Oklahoma for a large fire-proof garage in Gravity.

Robert Cryer has purchased A. W. Shipman's meat market at Anita, Iowa.

Mr. Splier has purchased the meat market in Auburn, Iowa, formerly conducted by T. I. Newcomer.

The meat firm of Barentsen & Anderson at Aubudon, Iowa, has been dissolved. Mr. Barentsen will continue in the business.

A meat market has been opened in Independence, Iowa, by C. H. Porter.

Morris & Briden, Waterloo, Iowa, to handle

groceries, meats, etc., has been incorporated with a capital stock of \$10,000. The officers are: President and treasurer, C. A. Morris; vice-president and secretary, C. C. Briden.

McCarty and Witt, meat dealers at New Ulm, Minn., have been succeeded by Mr. McCarty.

D. E. Smith will open a meat market at New Munich, Minn.

The Quality meat market at Watertown, Minn., has been sold to Frank Schwartz.

A meat market has been opened at Revere, Minn., by Fred Sixburg.

E. E. Petrich has opened a meat market at Grace City, N. Dak.

Nels Cronlaaken, a meat dealer in Summit, S. Dak., has been succeeded by Gilbert Lohner.

S. Grewski sold his meat market in Ironwood, Mich., to John Sopko.

Hans A. Berg opened a meat market at Battle Lake, Minn.

C. F. Lumblad sold a half interest in the Cash meat market in Cannon Falls, Minn., to Carl K. Johnston.

Albert Marshik and John Kunz, meat dealers in Cass Lake, Minn., have dissolved partnership.

A meat market has been opened in Clements, Minn., by Wm. Nipperman.

Ernst Carlson will open a meat market in Fergus Falls, Minn.

Hosapp and Hillesheim, meat dealers in Madelia, Minn., have dissolved partnership.

Gustav Mueller has purchased the meat market in Belleville, Wis., formerly conducted by L. M. Baldwin.

Sturm, Schweitzer & Lauer Bros. have bought the meat market in Chilton, Wis., from Sturm & Schweitzer.

A meat market will be opened in Fond du Lac, Wis., by Martin Gleason.

William Hechta will open a meat market in Morrisonville, Wis.

The Dwyer & Kurth meat market in Neillville, Wis., has been purchased by John Wolff.

A meat market has been opened in Stevens Point, Wis., by Joseph Bikowski.

John Lobusher will open a meat market at Waukesha, Wis.

Oscar Lien and Ingvald Lee will open a meat market at Strum, Wis.

New York Section

C. H. Kane, of the Swift construction department at Chicago, was in New York during the week.

Frank L. Gaudreaux, head of the Swift soap department in New York, was in New England on a short trip during the week.

Swift & Company's sales of beef in New York City for the week ending March 18, 1916, averaged as follows: Domestic beef, 12.44 cents per pound.

Secretary L. H. Heymann, of Morris & Company, who is also head of the company's sales department, is in Cuba for a short recreation trip. He went via New Orleans from Chicago.

Vice-president J. A. Howard, of the S. & S. Company, was in Chicago this week conferring with President-elect Thomas E. Wilson and others of the company's executive staff.

The Independent Beef Company will open a retail market at No. 51 Lawton street, New Rochelle. It is also reported that they will open a market on Yonkers avenue, Mount Vernon.

Louis del Bene, a butcher and grocer in Yonkers, has been refused a discharge in bankruptcy by Judge Mayer in the Federal Court on the ground that he made a false statement of his financial condition to creditors. Leon Dashew was attorney for the creditors who brought about this result.

Notice has been given that on and after Wednesday, March 15, 1916, the work in connection with the inspection of meat and meat food products offered for importation through the Port of New York will be conducted from Rooms 303-4, U. S. Barge Office Building, New York City, telephone Broad 4877.

Joseph H. Maher, Inc., wholesale meat and poultry dealer at No. 63 Fulton street, made an assignment this week and an involuntary petition in bankruptcy was filed later against the concern, alleging liabilities of over \$6,000; assets not given. The business was started by Maher over forty years ago and incorporated in 1914.

In the matter of Willis & Jaekle, bankrupts, formerly of No. 3862 Tenth avenue, New York, a meeting of creditors was held at the office of Referee Townsend. A trustee was elected to continue with the proceedings. Leon Dashew, of No. 320 Broadway, New York City, represented a number of creditors and was elected as one of the attorneys to represent the trustee. A further examination of the bankrupts will be held on March 29 at 4 p. m., at which time a detailed report as to assets on hand will be made.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Saturday, March 18, 1916, by the New York City Department of Health: Meat.—Manhattan, 2,359 lbs.; Brooklyn, 53,883 lbs.; total, 56,242 lbs. Fish.—Manhattan, 374 lbs.; Brooklyn, 375 lbs.; The Bronx, 16 lbs.; Richmond, 25 lbs.; total 790 lbs. Poultry and Game.—Manhattan, 3,263 lbs.; Brooklyn, 40 lbs.; total, 3,303 lbs.

OUT AMONG THE TRADE.

An interesting event recently was the marriage of the daughter and son of two men prominent in the New York meat trade, when Gus. Buxbaum, son of the well-known Barney Buxbaum, was married to Miss Irene Steigerwald, daughter of David Steigerwald. The young couple were off honeymooning for three weeks, stopping at Palm Beach on their way to Havana, where they had a most enjoyable time. The bridegroom has built up a very large business at his 158th street and Broadway store, where he can be seen at any time of the day, six days in the week. His middle name is hustle and he is a true chip of the old block.

Eighteen years in the old original shop, and that shop doing a better business now than at any time in its history, is unusual, to say the least. That's why Charley Heymann, of No. 833 Ninth avenue, says he is perfectly satisfied with the butcher business. "It isn't the shop, or the neighborhood, or the help, or anything else," says he. "It's the man." And every customer, from the little darkey kid who begs a piece of bologna, to the madame of a swell mansion who uses large quantities of meat daily, is his personal friend. His personality is of the kind that draws trade and holds it, in spite of much competition. He is ably assisted by his office manager, Miss May Kelly, who for the past six years has taken full charge in his absence, and is particularly well fitted for what would be a difficult position for most women.

HIDE AND SKIN MARKETS.

(Continued from page 30.)

offerings well absorbed. Seven to eight-pound skins sell with regular calf weights at \$1.60@1.70. Deacons \$1.40@1.50. Slunks 70@75c. Hairless slunks 20c. each. Kips not plentiful and still slow. Strictly cities selling at 21½@22½c. Mixed lots in proportion, and present receipts running more into calf weights. Sheep pelts are scarce in the Cincinnati market and no lots of any size obtainable. Lambs on foot bring 12c.

Philadelphia.

With the exception of back salting hides trading is very inactive and no business of any account has been reported in February hides. Leather trade is very active, but tanners claim that hide prices are too high for present quality stock. Last sales of native steers were at 22c. with more offered at this price and not taken. One thousand two hundred Native cows, all stuck throats, sold at 21½c. and cut throats at 20½c., but it is impossible to do more trading on this basis.

Boston.

The domestic hide market is very strong under light offerings. Good quality Ohio buffs were sold at 18½c. with more ordinary lots running back to 18c. Extremes of good quality sold during the week at 20½c. with poorer selections offered at 20c. These prices are really an advance because of the poorer quality of the hides. Brokers say that they have no trouble in selling good hides, but the offerings of these are very light. A small lot of New England extremes sold at 20c. selected. Ordinary lots are quoted at 19@19½c. Canadian extremes offered 18½@19c. flat.

The recent movement in the packer calfskin market in Chicago, which is reported in Boston to have been 30c., is causing further advances in the New England take off. Also the heavy demand for white and fancy calf leathers has brought the price of light skins up in proportion to the other weights. During the week a sale was made of good selection at \$1.70 for 4 to 5's; 5 to 7 are now quoted at \$2.20@2.30; 7 to 9, \$2.70@2.80, and 9 to 12, \$3.10@3.20. The outside price is for good selections.

New York.

PACKER HIDES.—A better inquiry and considerably more demand seems to be prevailing in the packer market after a few weeks of quietness. Purchases made have a tendency to cause the market to be fairly established at 19½c. for February and March butt branded steers. The total sales of the week will aggregate around 4,900 hides. One packer selling 3,500 late January, February and March butts at 19½c., and another 700 February's and 700 March's at the same figure. The drug on the market seems to be winter native steers. Tanners claim that these hides are not yet cheap enough to be turned into sole leather, as killers are still talking 22½c. for January forward hides. Accumulations in the market comprised practically of native stocks, the larger being in native steers. Spread steers are nominally quoted at 24½@25c., native steers 22½c., butt brands 19½c., Colorados 19c., cows, all weights, 20@20½c., native bulls, 18¾@19c. Small packers are quiet. Brooklyn claims to have declined a bid of 20c. for February all weight native cows. January's last sold at this figure.

CALFSKINS.—The packer calfskin market is strong and booming on all weights. Very sharp advances were noted during the past week for March skins. One packer sold his month's takeoff, estimated to be about 4,000, at \$2.65, \$3.05 and \$3.55. Small dealers and collectors moved in the neighborhood of 25,000 at a nickel less. These prices are the highest ever obtained for New York City skins. New York cities are nominally as follows: 5 to 7 lbs at \$2.65, 7 to 9 lbs. at \$3.05, 9 to 12 lbs at \$3.55. Country calfskins are holding their own, with light offerings. Holders are now talking 5 to 7 lbs. at \$2.20@2.25, 7 to 9 lbs. at \$2.65@2.70, 9 to 12 lbs. at \$3@3.10.

COUNTRY HIDES.—The country market was rather quiet, but firm. Buyers and sellers are generally apart in their ideas of value. Local dealers talk 17¾@18c. for current buffs, and 20@20½c. for extremes, while buyers' views are ¾@½c. under these figures. Good lots of buffs are difficult to get under 18c. One large tanner bought a car of western buffs about 60 per cent. falls at 18c. Also four cars Chicago, 25 lbs. up, at 17¾c. selected. A car of New England, 25 lbs. and up, sold here at 18c. flat. Car Ohios, 45 lbs. and up, was offered here at 18¾c. selected. New York State, 25 lbs. and up, range from 17½@18c. flat, according to quality. Canadian hides are quiet and are held at 17½@18c. flat in full carloads, without attracting much interest. Horsehides are unchanged, with good eastern cities quoted at \$6@6.25. Small lot was reported bought at \$6 selected.

YORK ICE MACHINE SALES.

(Continued from page 35.)

H. C. Campbell, ice cream, Beaver Falls, Pa.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Pleasant Valley Creamery Company, Milton, Pa.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

P. E. Malzi, meat market, Dunlo, Pa.; a half-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Miller Run Supply Company, mine store—refrigerating meats, Miller Run, Pa.; one half-ton vertical single-acting belt-driven enclosed

type refrigerating machine and high-pressure side complete.

Benjamin F. Roberts, Utica, N. Y.; one 2-ton-vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Tallassee Falls Manufacturing Company, cooling drinking water, Tallassee Falls, Alaska; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

John Husband & Brother, ice cream, Bluefield, W. Va.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Dairy Products Company, Bucyrus, Ohio; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

H. Runne & Co., restaurant, Brooklyn, N. Y.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mervia & Nach, grocery and meats, Weirton, W. Va.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Farmers Co-operative Creamery & Produce Company, Dexter, Iowa; one 4-ton vertical single-acting enclosed type refrigerating machine, direct connected to vertical enclosed type slide valve engine, and condensing side complete.

Little Brothers, butchers, Patton, Pa.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Roycroft Inn, East Aurora, N. Y.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete. This plant was installed by the Wegner Machine Company, of Buffalo, N. Y.

W. H. Treftz, meats, 2600 S. Chadwick street, Philadelphia, Pa.; a 1-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

The Stockham Company, old brewery plant, Portsmouth, Ohio; 4 "Shipley" flooded atmospheric ammonia condensers, each 12 pipes high and 20 feet long.

Cleveland Provision Company, Cleveland, Ohio; 11 "Shipley" flooded atmospheric ammonia condensers, each 12 pipes high and 20 feet long, also 2,600 feet of 2-inch full weight wrought iron piping. This is the second installation of flooded ammonia condensers for the Cleveland company.

Dunlevy Packing Company, Pittsburgh, Pa.; 1,825 feet of 2-inch full weight piping.

St. Joseph Ice & Manufacturing Company, St. Joseph, Mo.; 34 double pipe counter-current ammonia condensers, each 8 pipes high and 19 feet long.

Kloss Ice Cream Company, Wheeling, W. Va.; one "Shipley" flooded atmospheric ammonia condenser, 12 pipes high and 20 feet long.

Consumers Company, Chicago, Ill.; 2,900 feet of 1½-inch piping for freezing tank, four 9-inch vertical agitators, wood framework and miscellaneous material for overhauling their freezing plant.

American Cotton Oil Company, Guttenberg, N. Y.; six atmospheric ammonia condensers, each 16 pipes high and 20 feet long.

Portola Louvre Cafe, San Francisco, Cal.; one 20-ton shell and tube brine cooler.

Lake View Brewing Company, Buffalo, N. Y.; 1,575 feet of 2-inch direct expansion wrought iron piping. This piping was installed by the Wegner Machine Company, of Buffalo, N. Y.

Supplee Alderney Dairy, Philadelphia, Pa.; a 16 by 21-inch poppet valve steam engine for their old refrigerating machine.

Alliance Milling Company, Denton, Texas; 11 "Shipley" flooded double pipe ammonia condensers, each 8 pipes high and 18 feet 2 inches long.

Pangburn Ice Cream Company, Fort Worth, Texas; one "Shipley" flooded double pipe ammonia condenser, 8 pipes high and 18 feet 2 inches long.

J-M Sea Rings reseal themselves at every pressure change—they don't score the rod



J-M Sea Ring

It is practically impossible to pack a rod tight with inert packing and have it exert an equal pressure all around. Some one point of hardness or stiffness will produce more than its share of the friction and it's here that the packing wears first but not before it has left its mark in the rod.

Sea Rings won't do this because they ease up their hold at least once every stroke and each time the pliable lip is forced against the rod, it reseals itself.

If there is any wear on the rod it is evenly distributed all around.

Replacing scored rods is about the best proof of the proverb—an ounce of prevention is worth a pound of cure. J-M Sea Rings save the cure. Try them. For steam, air or liquid.

Stop and consider the 3-part simplicity of the J-M Steam Trap

The Cover, the Body, the Ball—that's all.

Nothing to jam or catch—no levers to break, bend or corrode—no cotters to drop out—no danger of air-binding—no steam leakage.

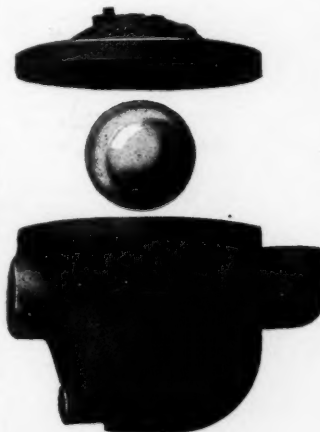
There is not a single complication inside the J-M Steam Trap.

There is nothing to go wrong—nothing to repair or adjust.

The rolling ball is normally held against the outlet orifice by steam pressure. As the condensate rises in the body of the trap, the ball is rolled up from the outlet. This releases the water, gas and air, which flow out continually as long as they come to the trap.

Its construction is simple and its action is positive. Made in all sizes for all pressures.

Engineers are invited to consult any J-M Branch about the 3-part J-M Steam Trap.



H. W. JOHNS-MANVILLE CO.

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HAVE the strength and pulling power necessary for your work. Our new sales policy means a big saving to the purchaser. Write us for Motor Truck Catalog and further information.

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NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers	\$8.35@9.50
Poor to fair native steers	6.75@8.25
Oxen and stags	.....	5.25@8.00
Bulls	.....	5.50@8.00
Cows	.....	3.50@7.00
Good to choice steers one year ago	.....	7.60@5.75

LIVE CALVES.

Live calves, com. to prime, per 100 lbs.	.....	8.00@11.50
Live calves, fed	.....	—@—
Live calves, barnyard, per 100 lbs.	.....	5.00@ 5.50
Live calves, culls, per 100 lbs.	.....	—@—

LIVE SHEEP AND LAMBS.

Live lambs, good to prime	.....	11.00@12.00
Live lambs, yearlings	.....	—@—
Live sheep, culls	.....	—@—
Live sheep, ewes	.....	6.00@ 8.00

LIVE HOGS.

Hogs, heavy	.....	@10.25
Hogs, medium	.....	@10.25
Hogs, 140 lbs.	.....	@10.25
Pigs	.....	@ 9.50
Boughts	.....	@ 9.25

DRESSED BEEF.

CITY DRESSED.

Choice native heavy	.....	13½@14½
Choice native light	.....	@14
Native, common to fair	.....	@13½

WESTERN DRESSED BEEF.

Choice native heavy	.....	@14
Choice native light	.....	@13½
Native, common to fair	.....	@13
Choice Western, heavy	.....	@13
Choice Western, light	.....	@12½
Common to fair Texas	.....	@12½
Good to choice heifers	.....	@13½
Common to fair heifers	.....	@12½
Choice cows	.....	@12
Common to fair cows	.....	@11½
Fleshy Bologna bulls	.....	@11

BEEF CUTS.

	Western.	City.
No. 1 ribs	@17	@18
No. 2 ribs	@16	@17
No. 3 ribs	@14	@16
No. 1 loins	@17	@19
No. 2 loins	@16	@18
No. 3 loins	@14	@16
No. 1 hind and ribs	@15½	16 @17
No. 2 hind and ribs	@14½	15 @16
No. 3 hind and ribs	@13½	14½ @15
No. 1 rounds	@12½	@13
No. 2 rounds	@12	@12½
No. 3 rounds	@11½	@12
No. 1 chuck	@11½	@13
No. 2 chuck	@11	@12
No. 3 chuck	@10	@11

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	.....	@19
Veals, country dressed, per lb.	.....	@17
Western calves, choice	.....	@16½
Western calves, fair to good	.....	@14½
Grassers and buttermilks	.....	@13

DRESSED HOGS.

Hogs, heavy	.....	@12½
Hogs, 180 lbs.	.....	@12½
Hogs, 100 lbs.	.....	@12½
Hogs, 140 lbs.	.....	@13½
Pigs	.....	@13½

DRESSED SHEEP AND LAMBS.

Spring lambs, choice	.....	@19
Lambs, choice	.....	@18
Lambs, good	.....	@17
Lambs, medium to good	.....	@16
Sheep, choice	.....	@15
Sheep, medium to good	.....	@14
Sheep, culls	.....	@12½

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	.....	@17½
Smoked hams, 12 to 14 lbs. avg.	.....	@17½
Smoked hams, 14 to 16 lbs. avg.	.....	@17
Smoked picnic, light	.....	@13
Smoked picnic, heavy	.....	@13
Smoked shoulders	.....	@13
Smoked bacon, boneless	.....	@19½
Smoked bacon (rib in)	.....	@17
Dried beef sets	.....	@28
Smoked beef tongue, per lb.	.....	@19
Pickled bellies, heavy	.....	@14½

FRESH PORK CUTS.

Fresh pork loins, city	.....	@20
Fresh pork loins, Western	.....	@19½
Frozen pork loins	.....	@17
Fresh pork tenderloins	.....	@25
Frozen pork tenderloins	.....	@24
Shoulders, city	.....	@16
Shoulders, Western	.....	@15
Butts, regular	.....	@16
Butts, boneless	.....	@18
Fresh hams, city	.....	@18
Fresh hams, Western	.....	@17
Fresh picnic hams	.....	@12½

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	.....	75.00@ 80.00
per 100 pcs.	.....	75.00@ 80.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	.....	65.00@ 70.00
Black hoofs, per ton	.....	@ 30.00
Striped hoofs, per ton	.....	@ 40.00
White hoofs, per ton	.....	60.00@ 65.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.	.....	85.00@ 90.00
Horns, avg. 7½ oz. and over, No. 1's.	.....	125.00@150.00
Horns, avg. 7½ oz. and over, No. 2's.	.....	@ 75.00
Horns, avg. 7½ oz. and over, No. 3's.	.....	@ 50.00

BUTCHERS' SUNDRIES.

Fresh steer tongues	.....	@13½c. a pound
Fresh cow tongues	.....	@10c. a pound
Calves' heads, scalded	.....	@60c. a piece
Sweetbreads, veal	.....	@75c. a pair
Sweetbreads, beef	.....	@30c. a pound
Calves' livers	.....	@25c. a pound
Beef kidneys	.....	@14c. a pound
Mutton kidneys	.....	@10c. a piece
Livers, beef	.....	@13c. a pound
Oxtails	.....	@10c. a piece
Hearts, beef	.....	@ 8c. a pound
Rolls, beef	.....	@30c. a pound
Tenderloin, beef, Western	.....	@35c. a pound
Lambs' fries	.....	@10c. a pair
Extra lean pork trimmings	.....	@16c. a pound
Blade meat	.....	@13c. a pound

BUTCHERS' FAT.

Ordinary shop fat	.....	@ 4½
Suet, fresh and heavy	.....	@ 6½
Shop bones, per cwt.	.....	25 @35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	.....	@90
Sheep, imp., medium wide, per bundle	.....	@80
Sheep, imp., medium, per bundle	.....	@60
Sheep, imp., narrow, per bundle	.....	@40
Hog, free of salt, tes. or bbls., per lb., f. o. b. New York	.....	@50
Hog, extra narrow selected, per lb.	.....	@70
Hog, middles	.....	@12
Beef rounds, domestic, per set, f. o. b. New York	.....	@18
Beef rounds, export, per set, f. o. b. New York	.....	@32
Beef bungs, piece, f. o. b. New York	.....	@17
Beef middles, per set, f. o. b. New York	.....	@57
Beef weasands, No. 1s, each	.....	@ 7½
Beef weasands, No. 2s, each	.....	@ 4½
Beef bladders, small, per doz.	.....	@80

SPICES.

	Whole.	Ground.
Pepper, Sing., white	25	27
Pepper, Sing., black	20	22
Pepper, Penang, white	24½	26½
Pepper, red	27	30
Allspice	5½	7½
Cinnamon	21	25
Coriander	6	8
Cloves	22	25
Ginger	20	23
Mace	69	73

SALTPETRE.

Refined	@37½
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GREEN CALFSKINS.

No. 1 skins	@ 33
No. 2 skins	@ 31
No. 3 skins	@ 20
Branded skins	@ 27
Ticky skins	@ 27
No. 1 B. M. skins	.....	@ 31
No. 2 B. M. skins	.....	@ 19
No. 1, 12½-14	.....	@3.75
No. 2, 12½-14	.....	@3.50
No. 1 B. M., 12½-14	.....	@3.50
No. 2 B. M., 12½-14	.....	@2.25
No. 1 kips, 14-18	.....	@4.00

No. 2 kips, 14-18	.....	@3.75
No. 1 B. M. kips	.....	@3.75
No. 2 B. M. kips	.....	@2.15
No. 1, heavy kips, 18 and over	.....	@4.85
No. 2, heavy kips, 18 and over	.....	@4.60
Branded kips	.....	@3.25
Heavy branded kips	.....	@4.25
Ticky kips	.....	@3.25
Heavy ticky kips	.....	@4.25

DRESSED POULTRY.

TURKEYS.

Fresh killed, dry-packed—		
Western, hens and med. toms, dry-pk., fancy	.....	@30
Western, spring, dry-pk., fair to good	.....	@28
Old toms	.....	@25

CHICKENS.

Fresh soft meat, 12 to box—		
Western, milk-fed	.....	@19
Western, corn-fed	.....	@17
Fresh soft-meat, barrels—		
Phila. and L. I., fancy, 3 to 4 lbs. to pair	.....	@45 @50
Philadelphia, fancy roasters	.....	@25 @28
Penn., mixed sizes, per lb.	.....	@16 @20
Nearby, squab, per pair	.....	1.00@1.25
Fowls—12 to box, dry-packed—		
Western, boxes, 60 lbs. and over to doz., dry-picked	.....	@20
Western, boxes, 48 to 55 lbs. to doz., dry-picked	.....	@19½ @20
Western, boxes, 43 to 47 lbs. to doz., dry-picked	.....	@18½
Western, boxes, 36 to 42 lbs. to doz., dry-picked	.....	@17½ @18
Western, boxes, 30 to 35 lbs. to doz., dry-picked	.....	@15½ @16
Western, boxes, under 30 lbs. to doz.	.....	@15
Fowl—Dry packed, 12 to box—		
Western boxes, 5 lbs. and over, dry-picked	.....	@19½
Western boxes, 4½ lbs., dry-picked	.....	@19½
Old Cocks, per lb.	.....	@14½ @15
Fowl—bills—		
Southern and S.W., dry-pkd., 4 lbs. and over	.....	@18 @19
Other Poultry—		
Squabs, prime, white, 10 lbs. to doz. per doz.	.....	5.50@5.75
Ohio and Michigan spring ducks	.....	@—
Geese, Wisconsin, fancy	.....	@—

LIVE POULTRY.

Chickens, nearby choice	.....	@16½ @17
Fowls, heavy	.....	@18
Roosters	.....	@12
Ducks, State, Spring	.....	@21
Geese, per lb.	.....	@15

BUTTER.

Creamery, extra (92 score)	.....	@38 @
Creamery, higher (scoring lots)	.....	@38½ @39
Creamery, Firsts	.....	@36½ @37½
Process, Extras	.....	@29 @29½
Process, Firsts	.....	@27½ @28½

EGGS.

Fresh gathered, extras	.....	@22½ @23
Fresh gathered, extra firsts	.....	@22
Fresh gathered, firsts	.....	@21½ @21½
Fresh gathered, seconds	.....	@20½ @21
Fresh dirties, No. 1	.....	@20 @
Fresh chex, fair to good	.....	@16½ @18½

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	.....	@30.00
Bone meal, raw, per ton	.....	@35.00
Dried blood, high grade	.....	@ 3.25
Nitrate of soda—spot	.....	@ —
Bone black, discard, sugar house del. New York	.....	@21.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia	.....	3.20 and 10c.
Garbage tankage	.....	@ 7.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore	.....	3.50 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime	.....	—@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	.....	nom@2.70 and 35c.
Sulphate ammonia for shipment, per 100 lbs., guar., 25%	@ 3.90
Sulphate ammonia, per 100 lbs., spot, guar., 25%	@ 3.90

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